

Fig. 1

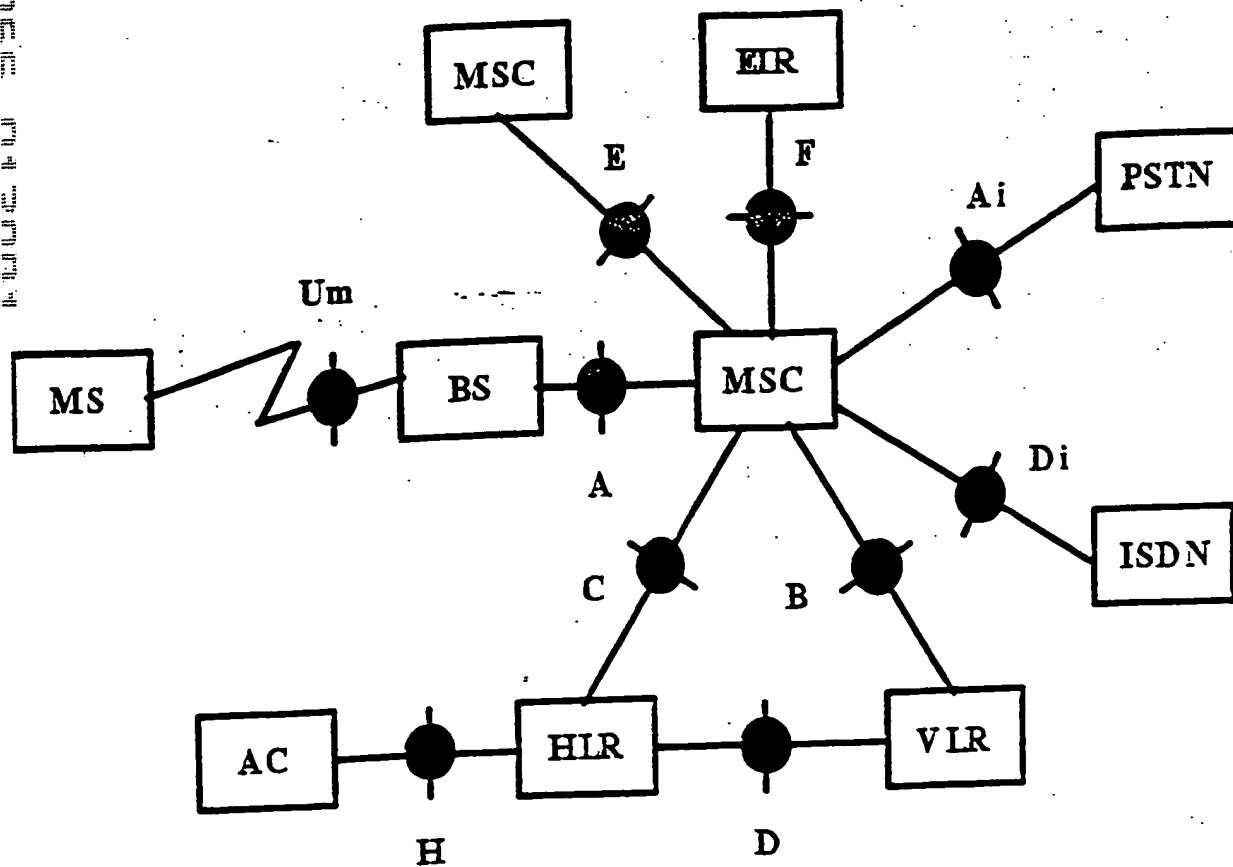


Fig. 2

00000-99000000

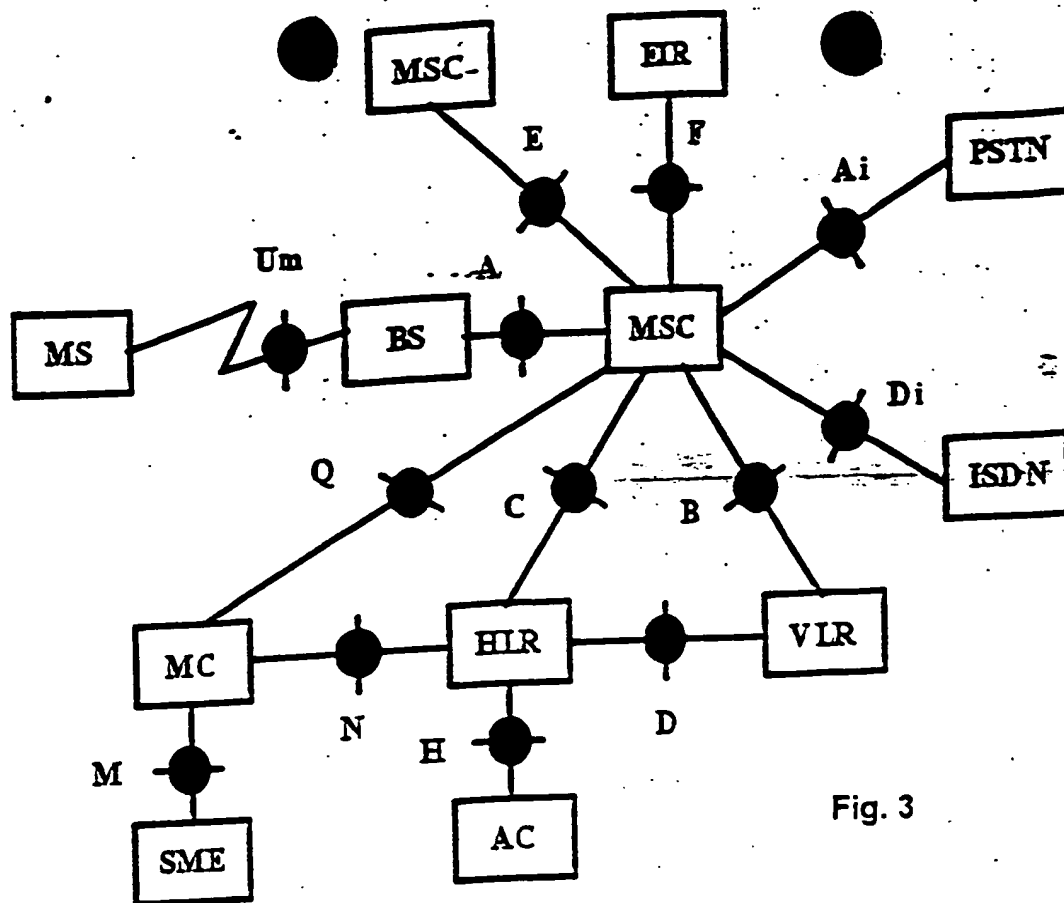


Fig. 3

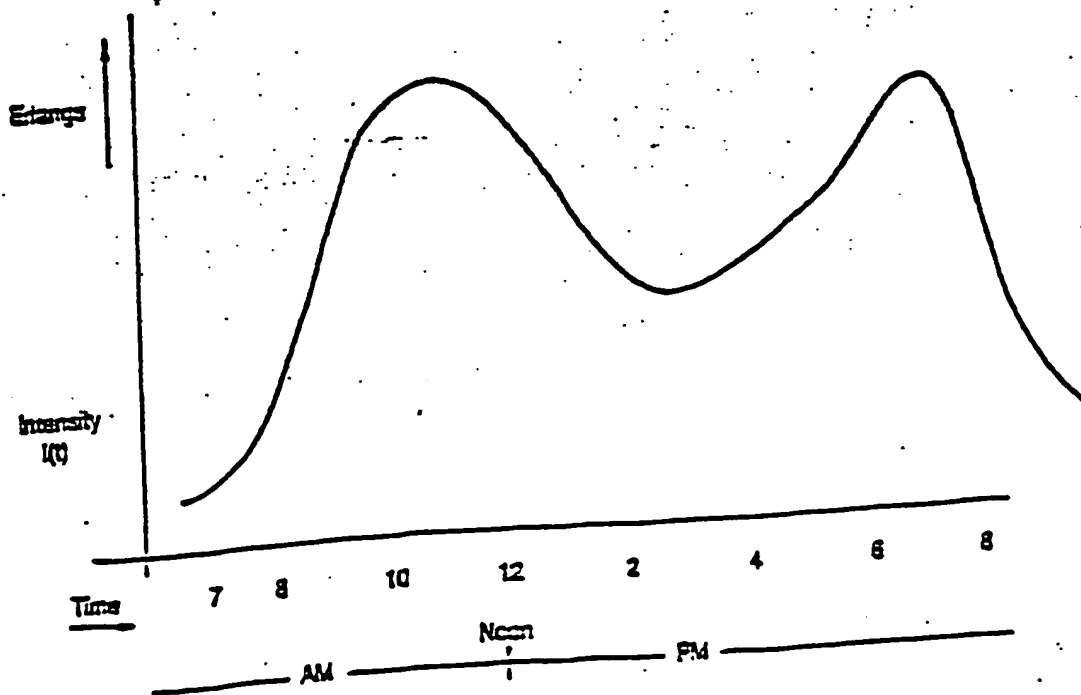
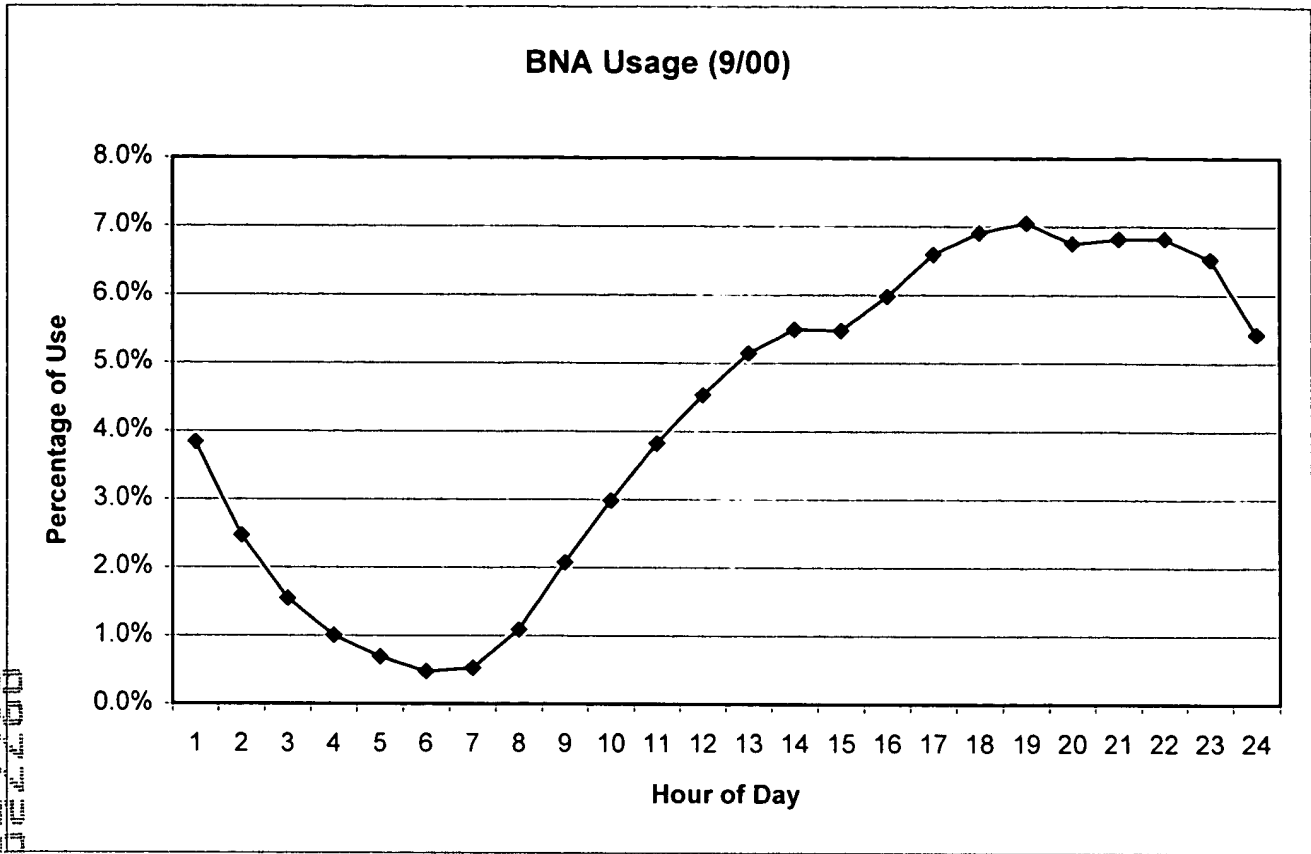


Fig. 4

FIG. 5



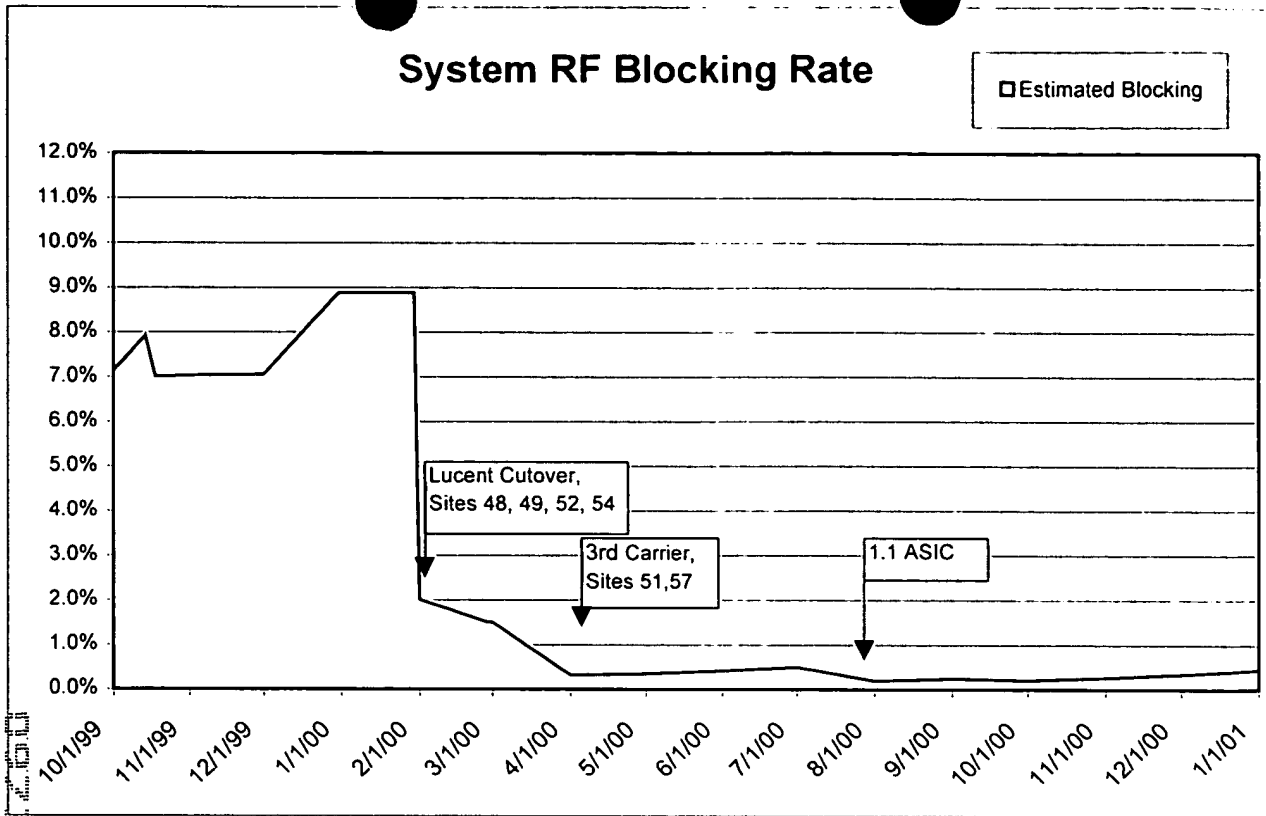


FIG. 6

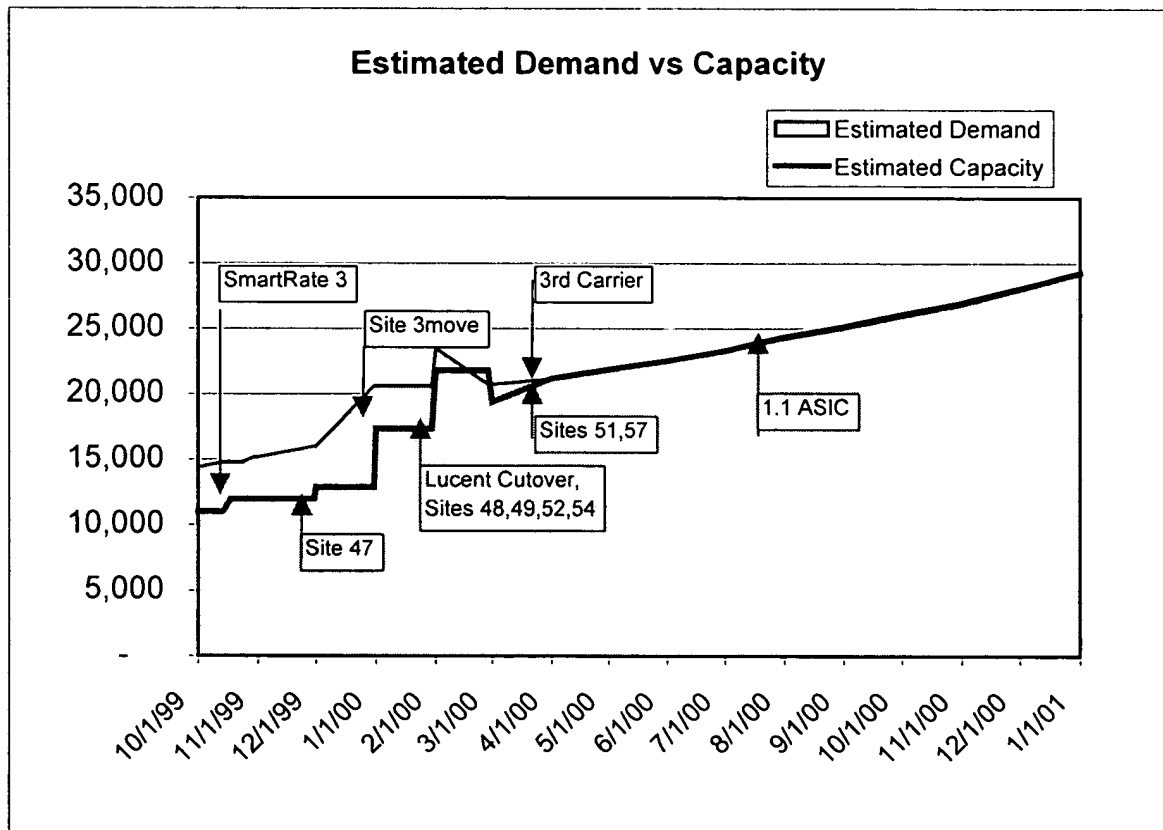


FIG. 7

09772066-01001
T00E70-9902260

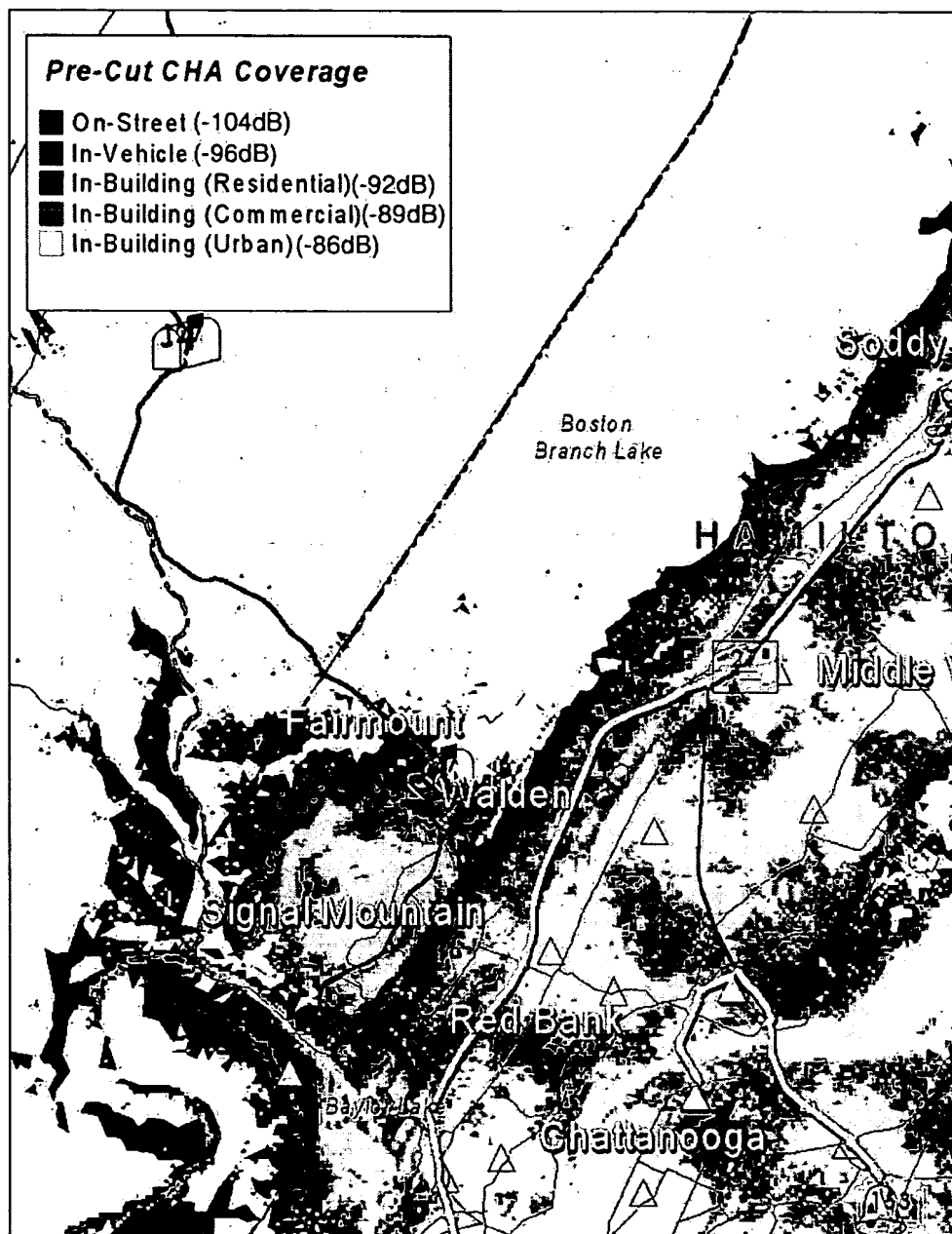


FIG. 8A

FOUO 502260

Pre-Cut CHA Coverage

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)

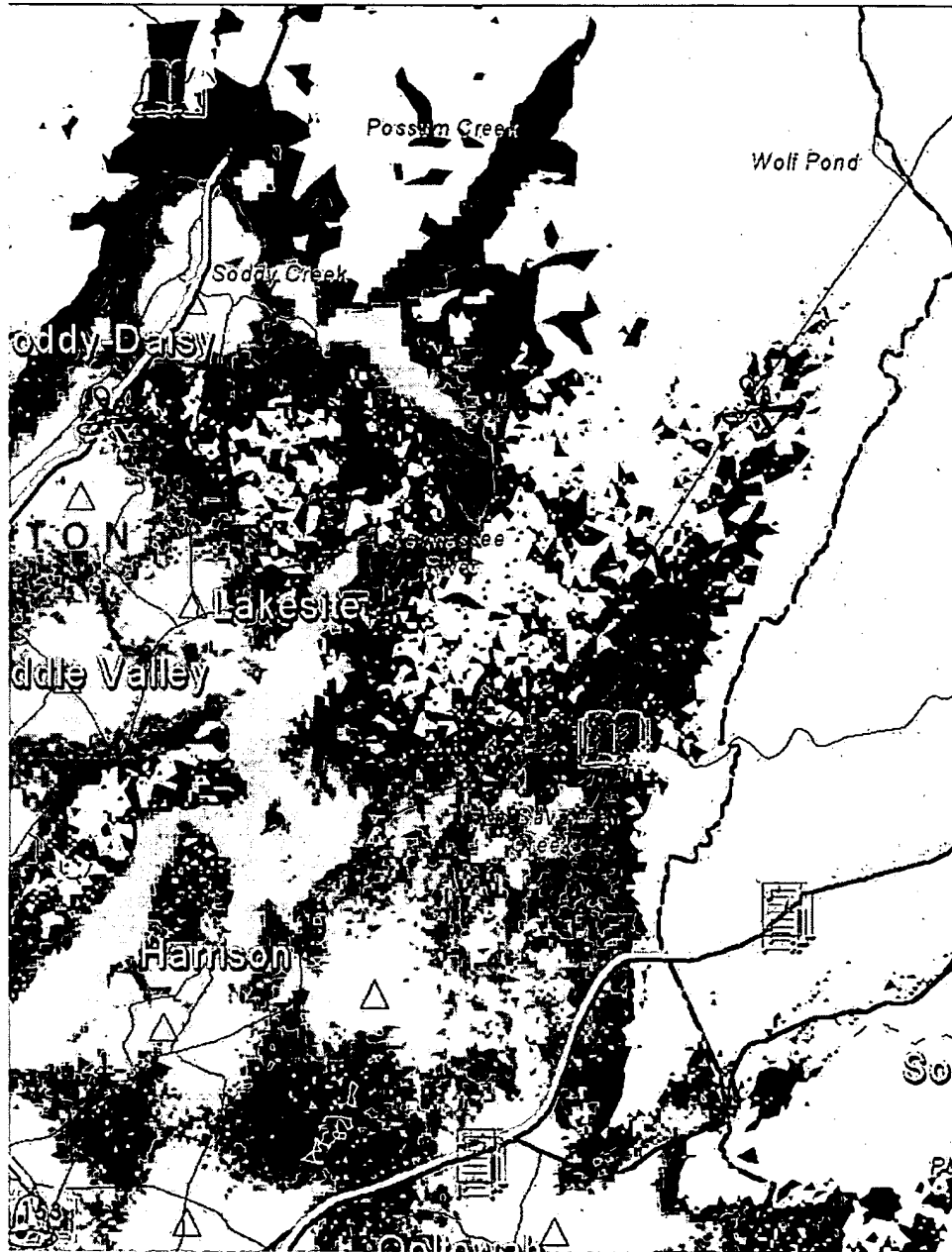


FIG. 8B

FIGURE 8C

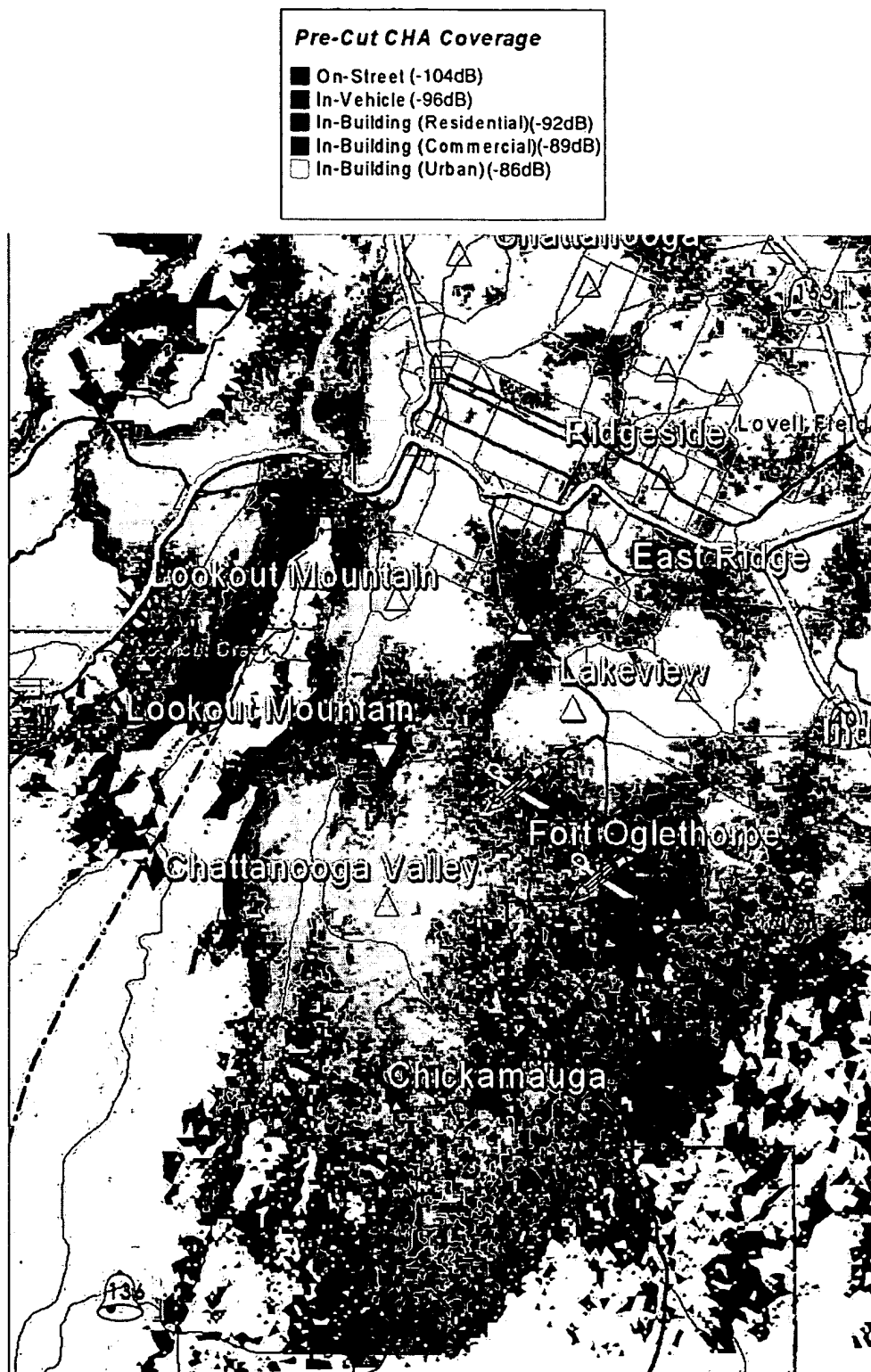


FIG. 8C

09772055-014001

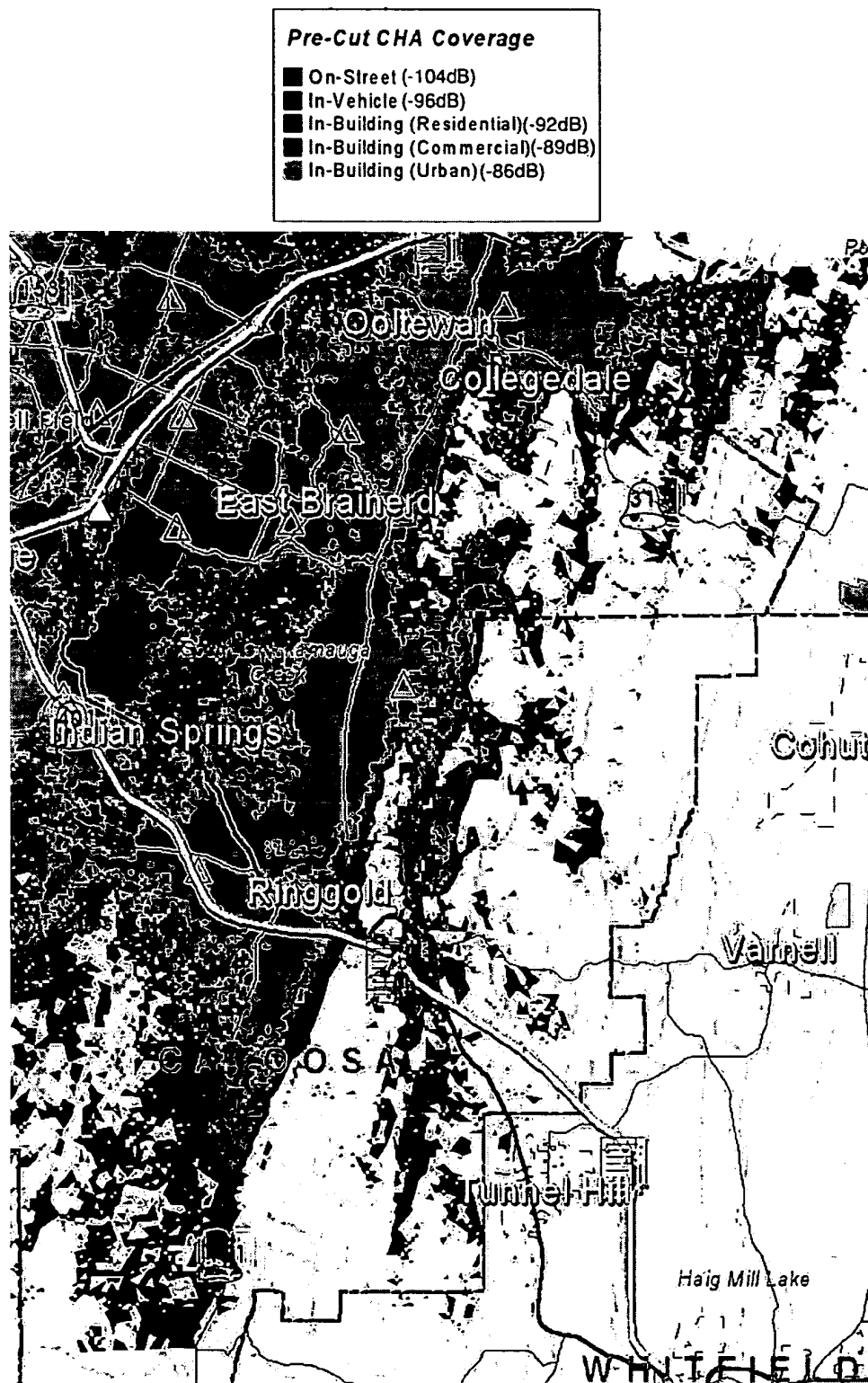


FIG. 8D

0972055-013001

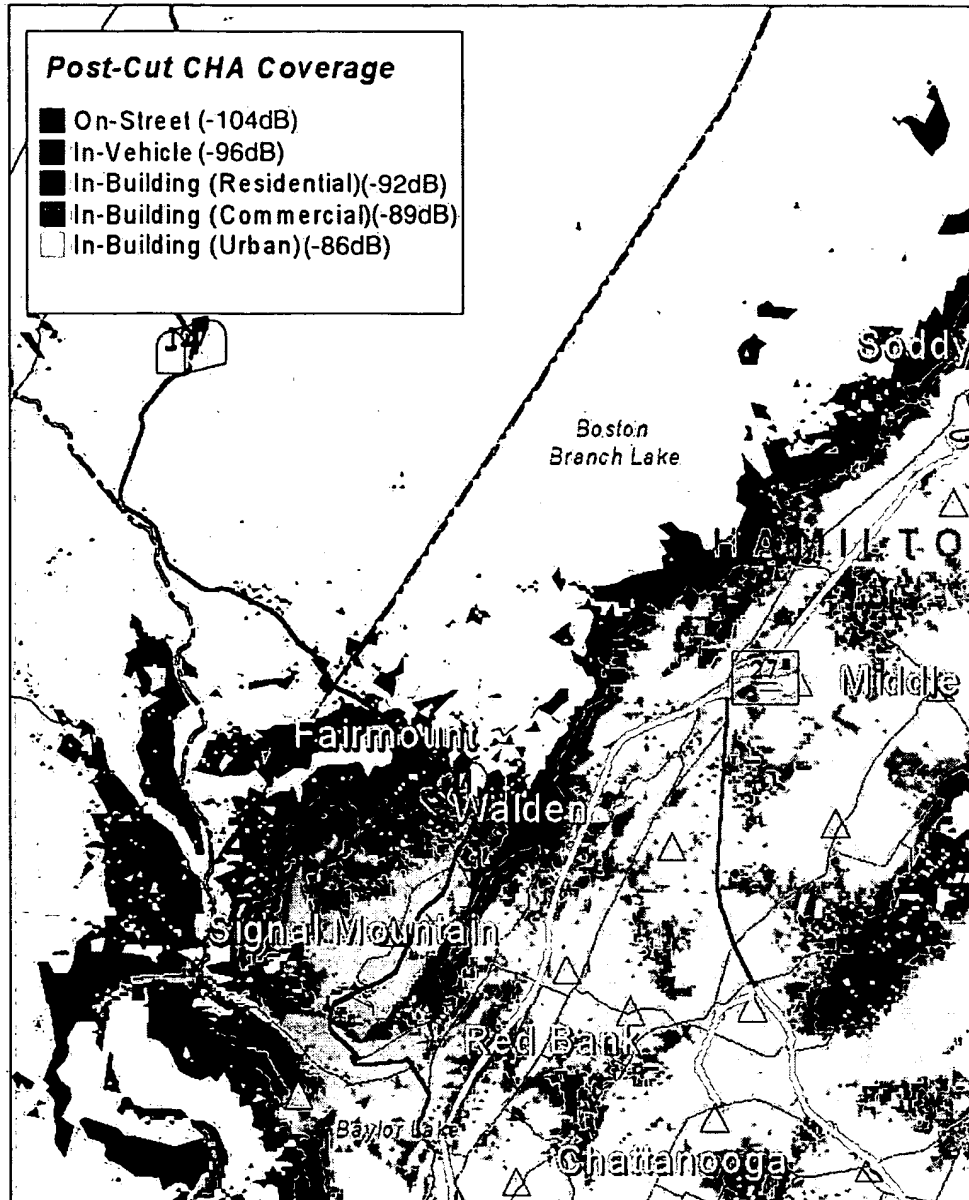


Fig. 9A

0972066-013001

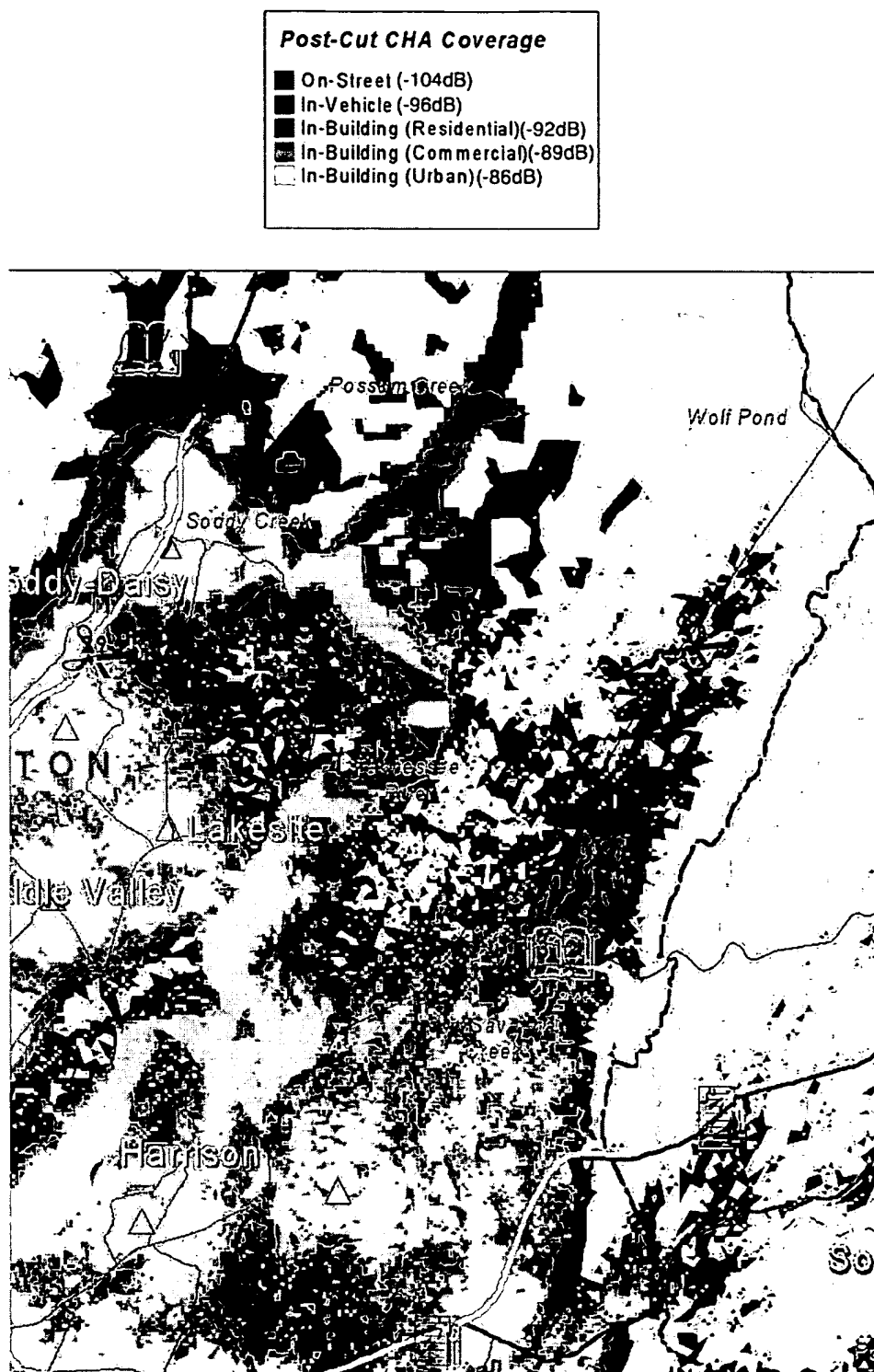


FIG. 9B

0972066-013001

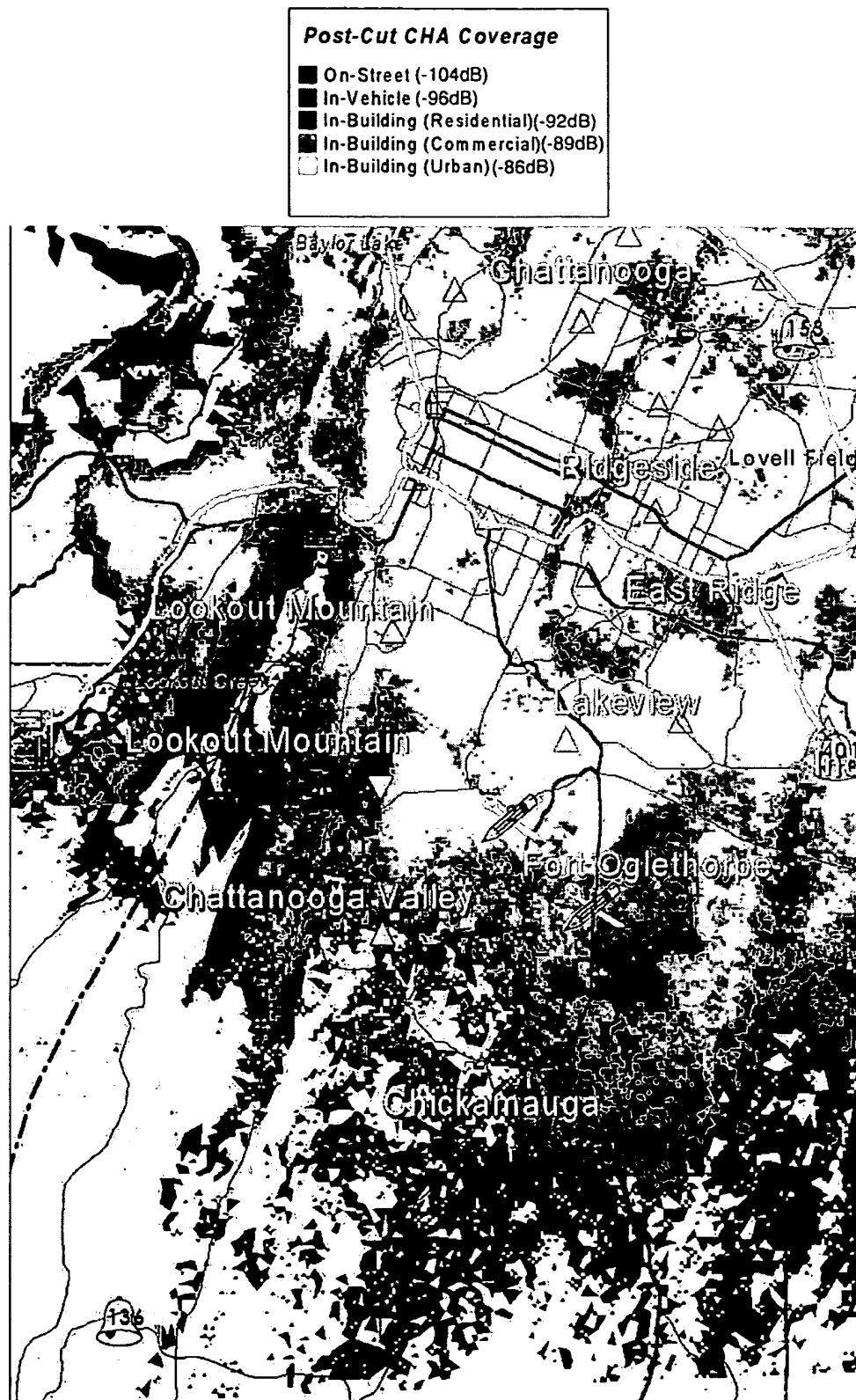


FIG. 9C

100210 9902260

Post-Cut CHA Coverage

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)

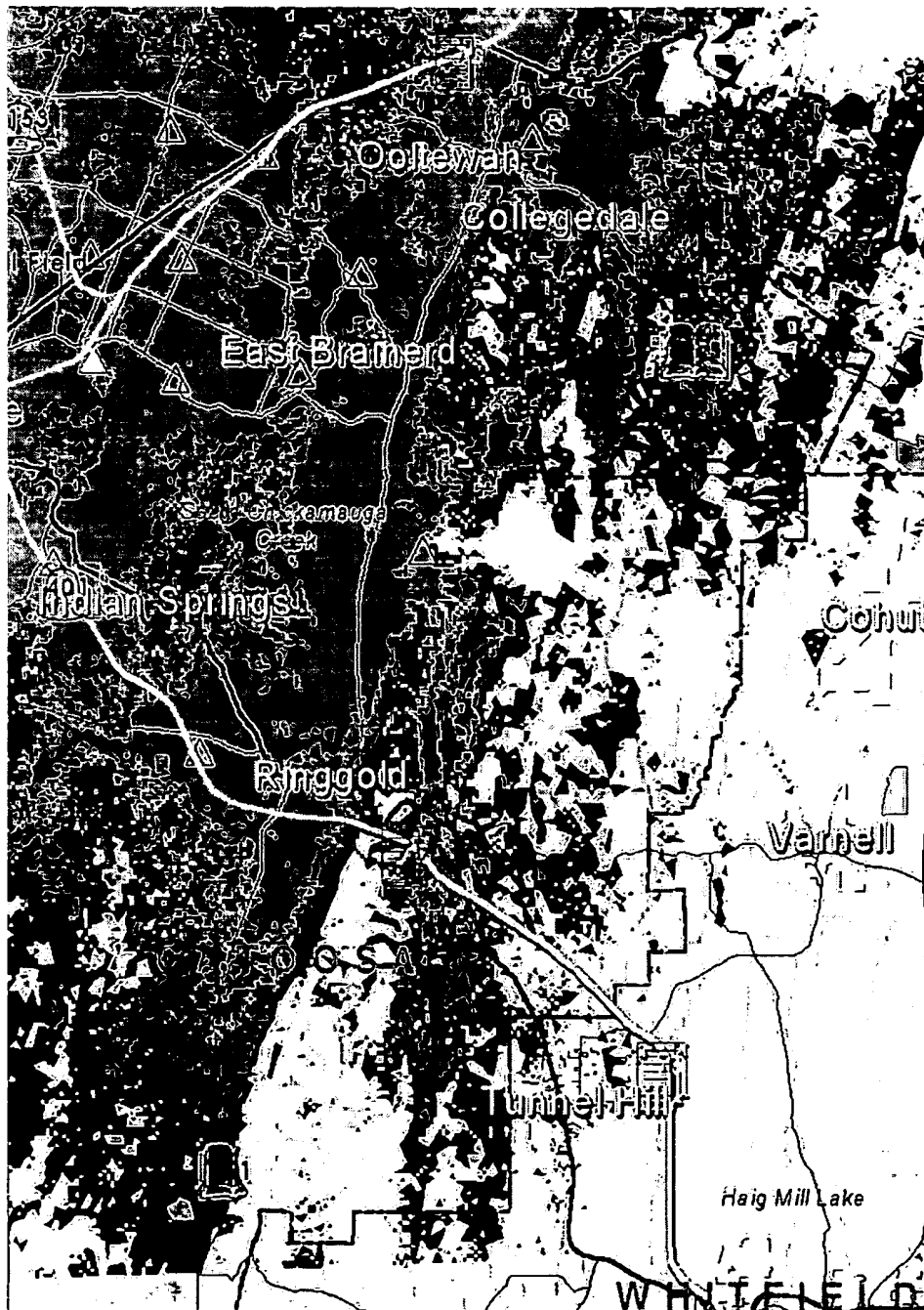


FIG. 9D

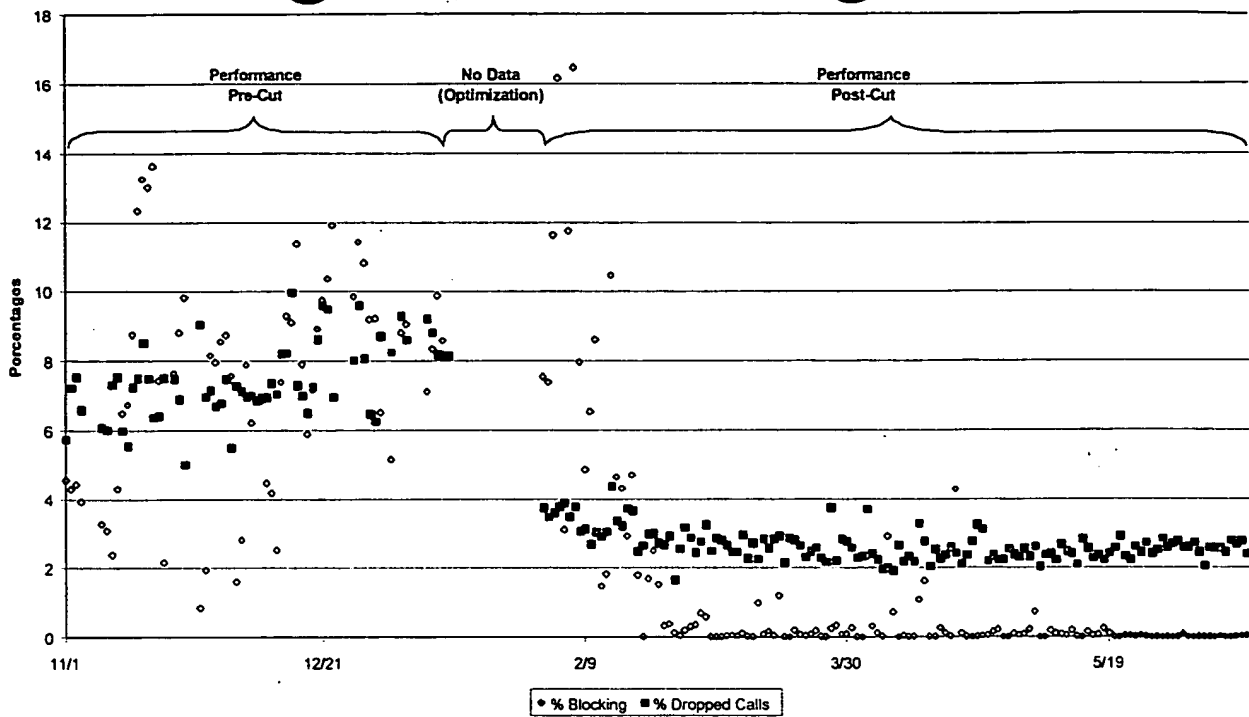


FIG. 10a

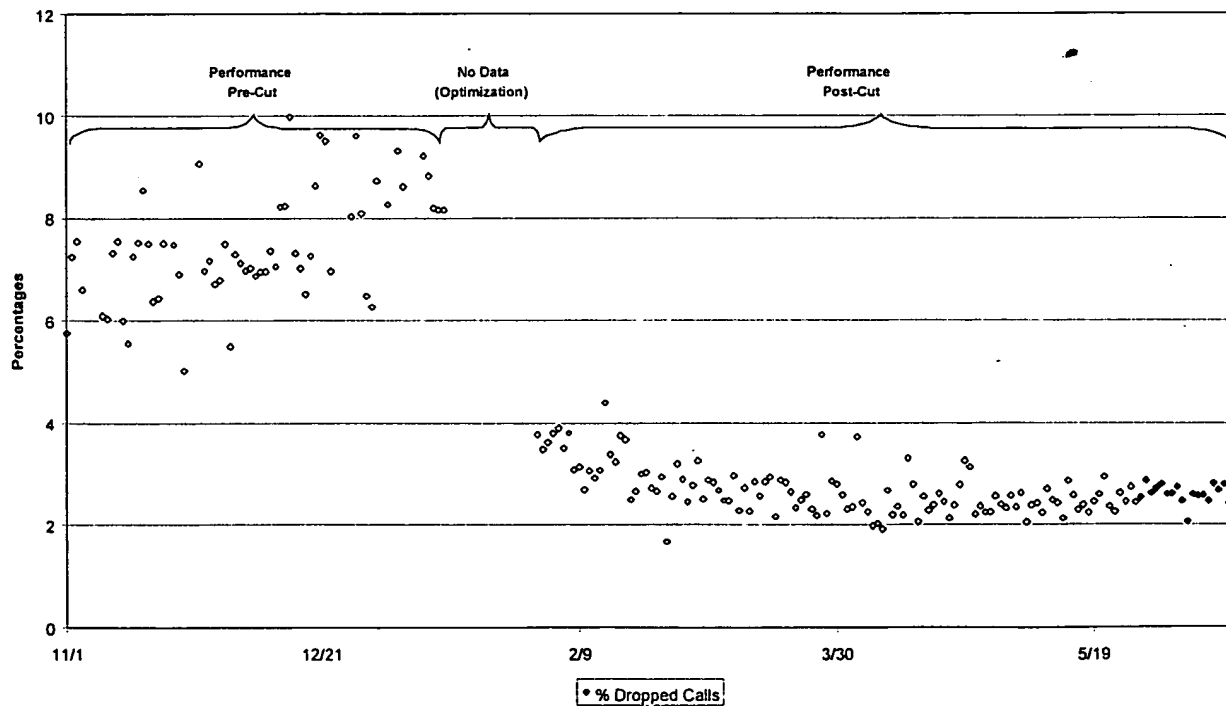


FIG. 10b

FILED-990226

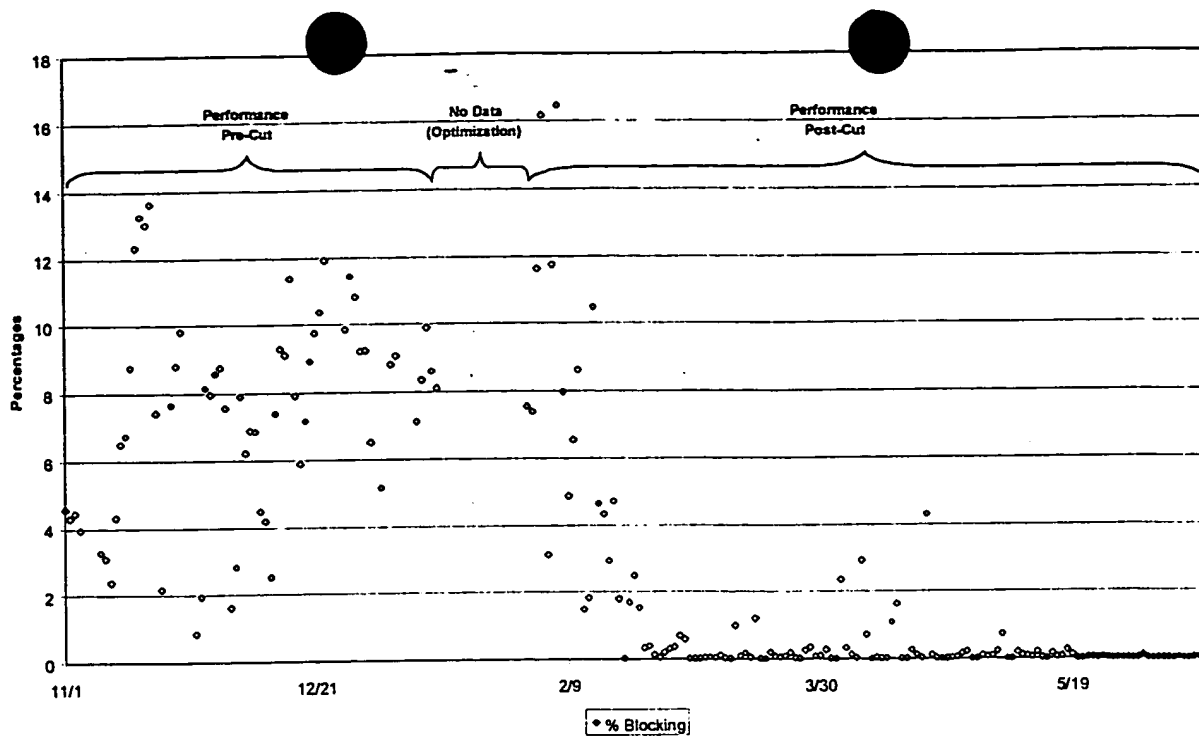


FIG. 10C

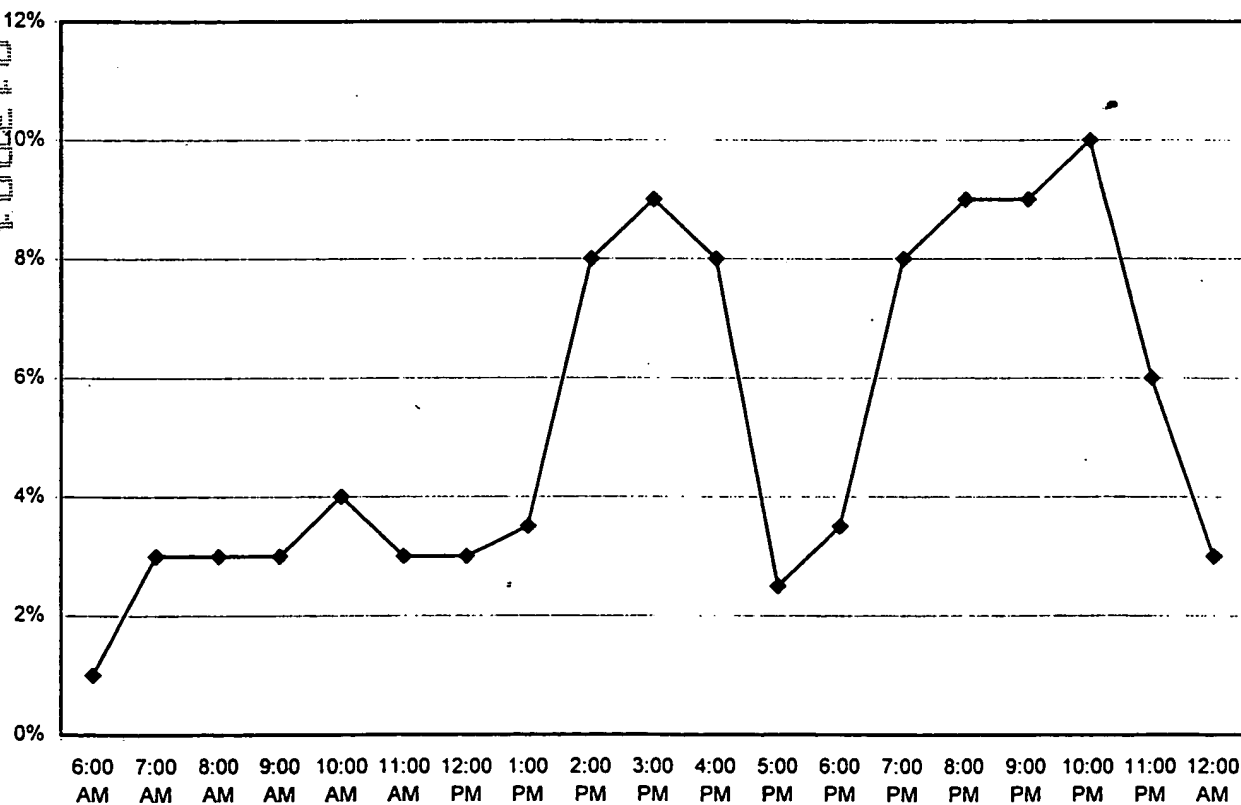


Fig. 11

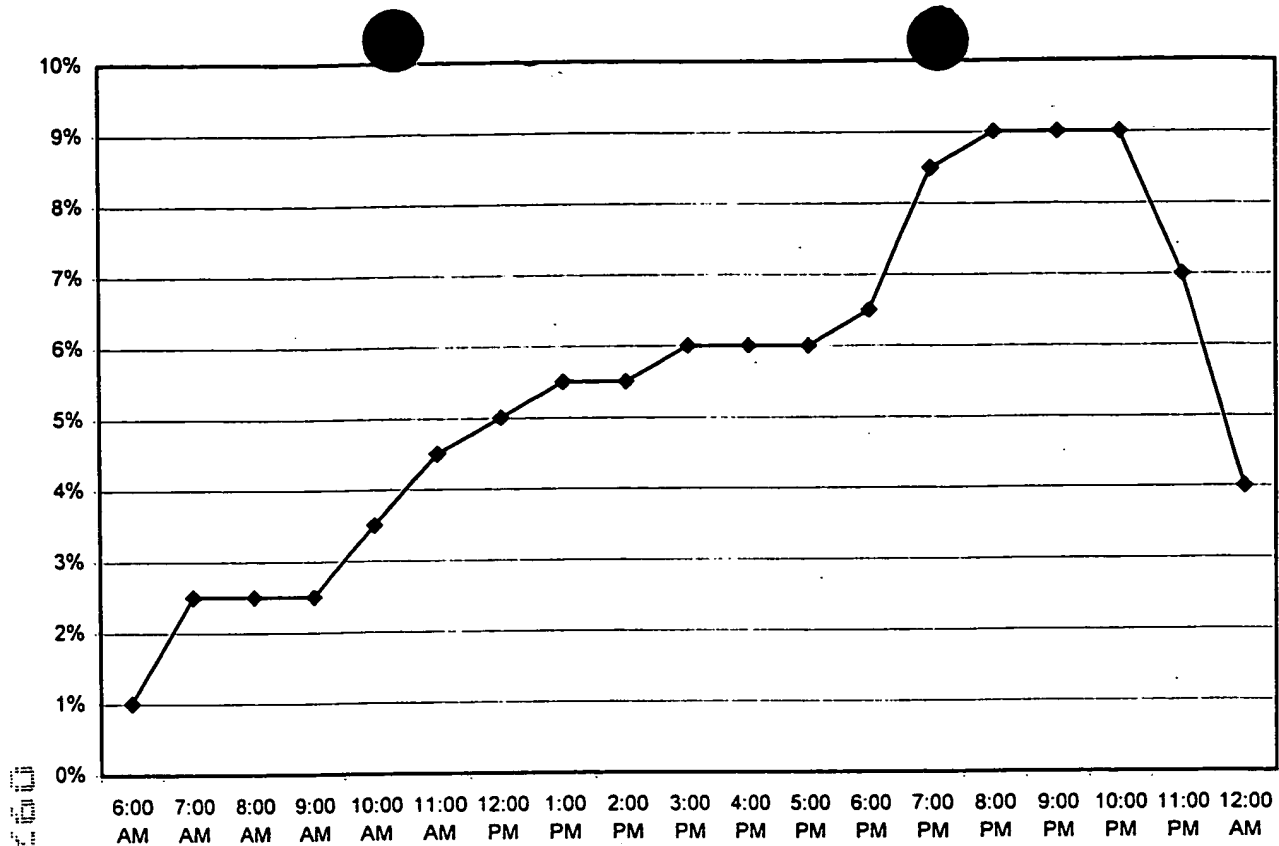


Fig. 12

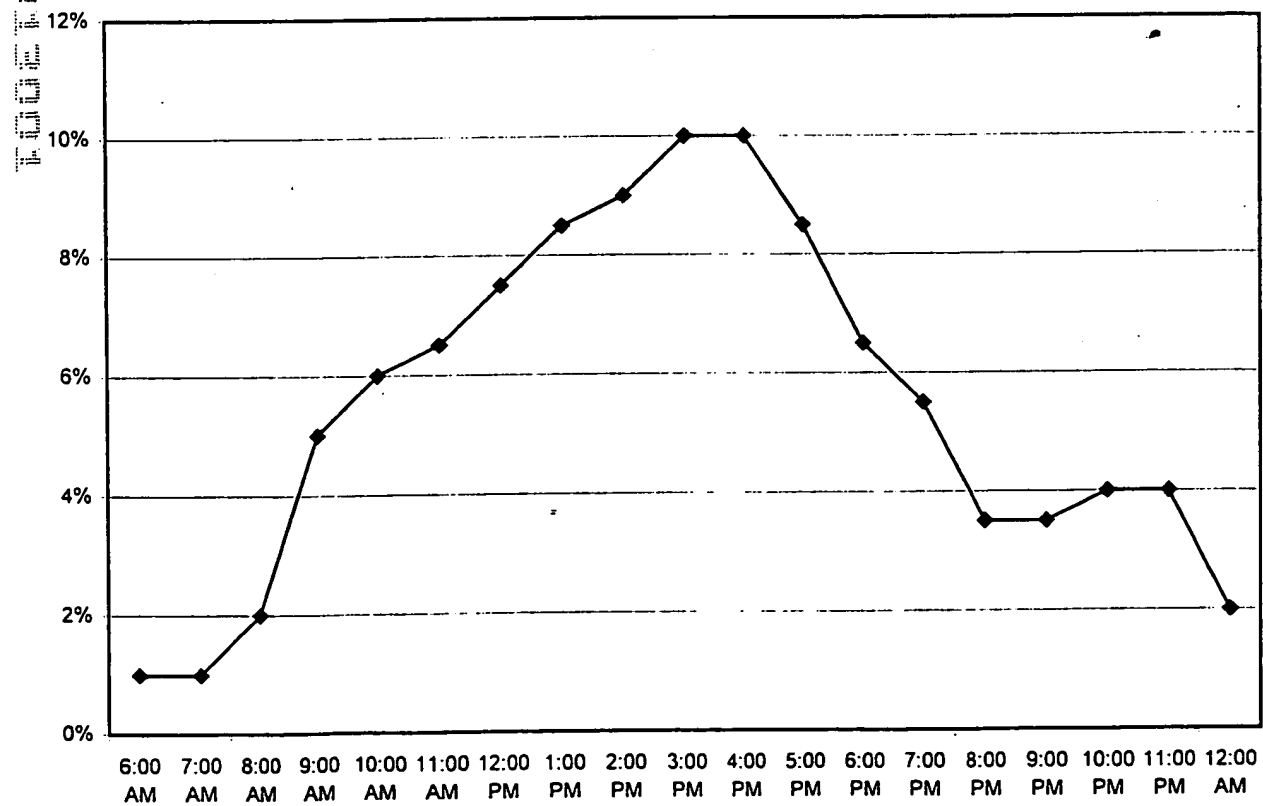


Fig. 13

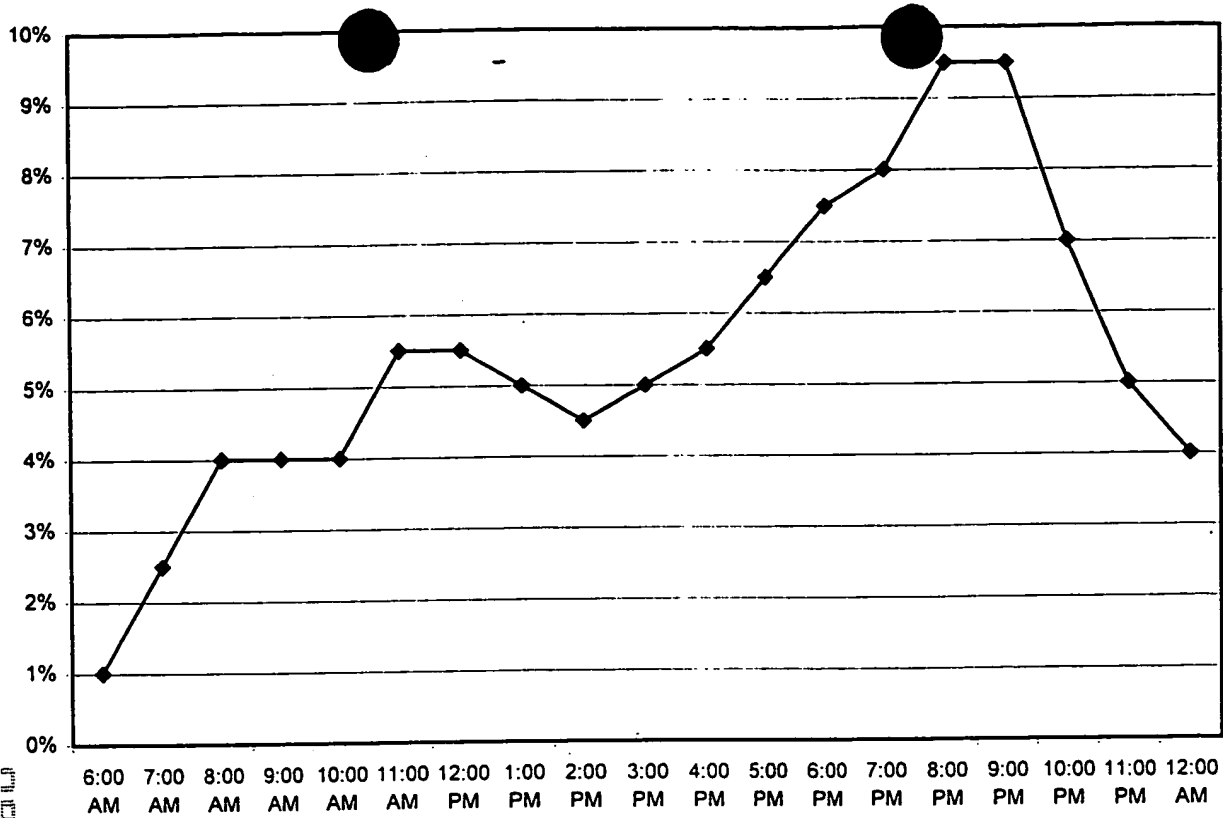


Fig. 14

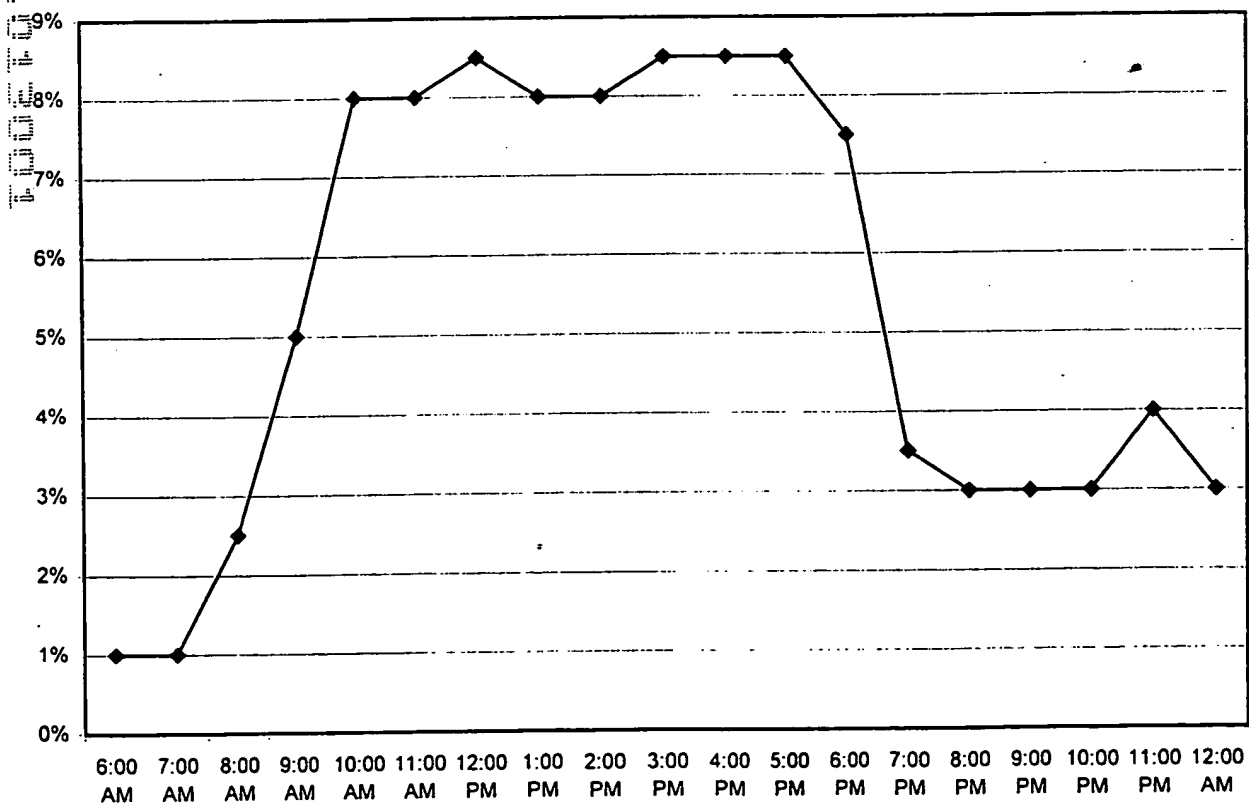


Fig. 15

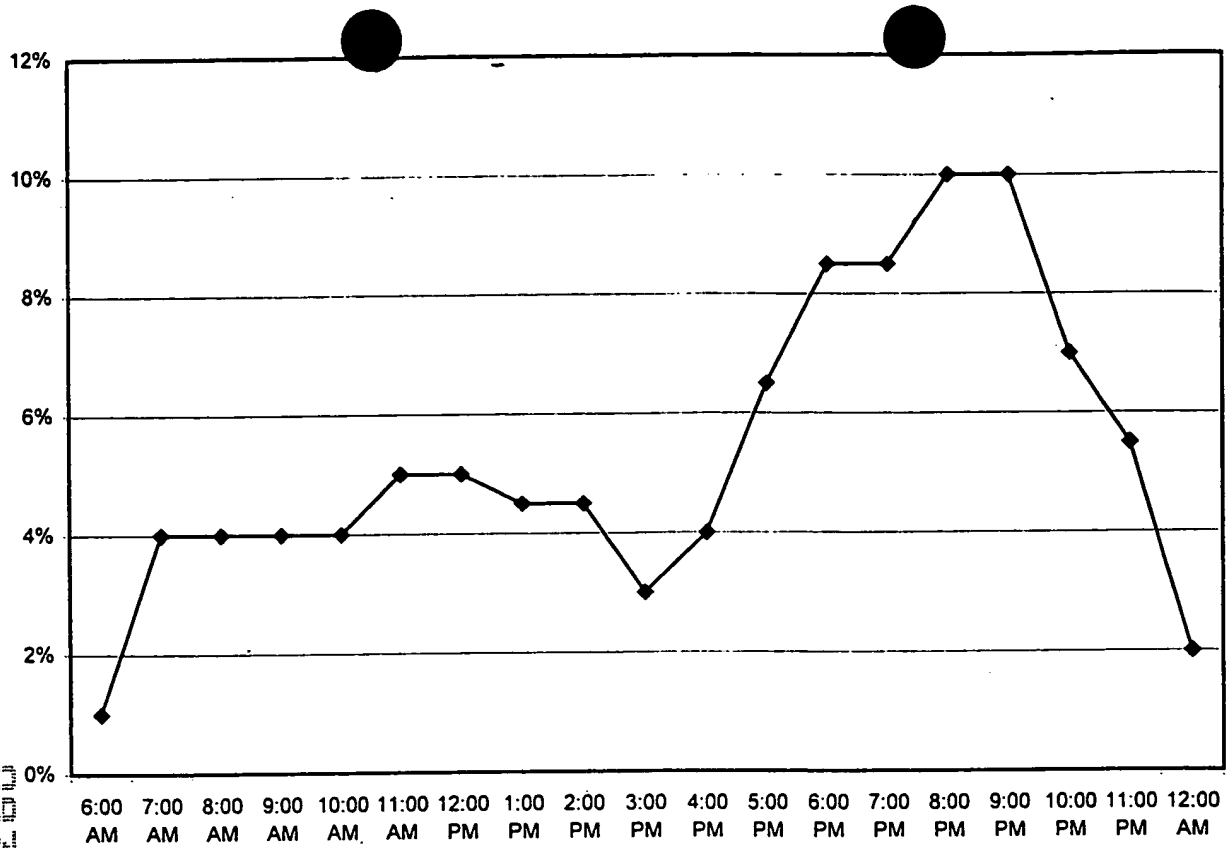


Fig. 16

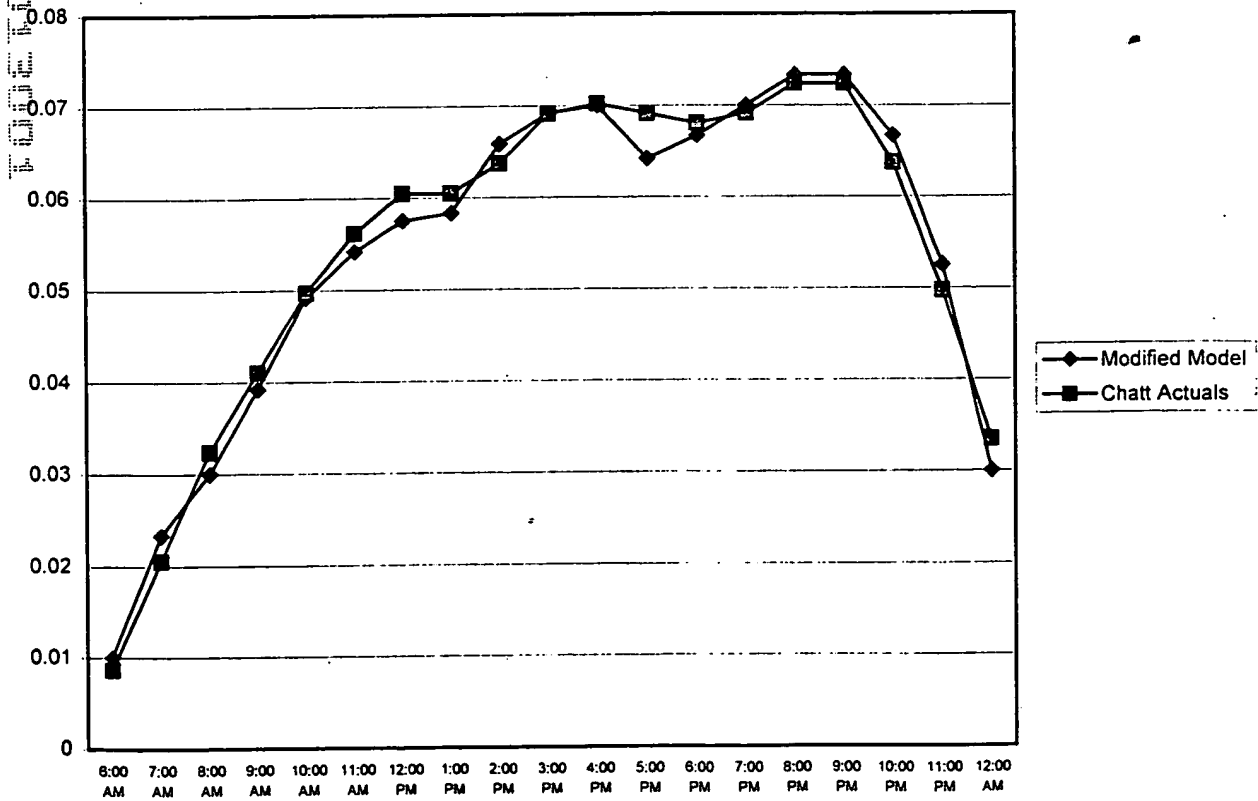


Fig. 17

Proof of Concept

Chattanooga

Cricket was EBITDA break-even in Chattanooga at 12 months

7.7% Penetration

12 months

**24,000 customers
as of 2/29/00**

5 years

Costs In First Year

Cost per Gross Add

<\$230

\$550

Support costs/Average Sub

\$5.60

\$11.45

Operations cost/MOU

\$0.013

\$0.039

Fig. 18

Capital Utilization

	Year From System Launch					
	1	2	3	4	5	10
	(In Thousands of Dollars)					
Cummulative Anticipated Capital Expenditure Per Subscriber (Average)						
PowerTel (GSM)	9,516	4,613	2,528	1,689	1,280	692
Sprint (CDMA)	19,367	4,349	1,860	954	729	586
Present Invention	2,354	2,628	1,949	1,183	877	550
Capital Expenditure Per Erlang (Average)						
PowerTel (GSM)	278	163	98	70	56	33
Sprint (CDMA)	968	217	93	47	36	29
Present Invention	47	52	38	23	17	11

Fig. 19

Re-Engineering the Cost Structure

■ Network Build-out

- High capacity CDMA
 - Latest generation equipment
- Efficient site loading
 - No underutilized roaming sites
- Designed for residential calling patterns
 - Lower % peak usage
- Capital requirement per customer 1/3 of typical PCS average in first year because of rapid customer acquisition



Lower Capital Costs

■ Network Operations

- Lower backhaul costs due to concentrated footprint
- Favorable Incoming/outgoing mix - lower interconnect cost
- Elimination of roaming clearinghouse and anti-fraud costs



Lower Network Operating Costs

FIG. 20a

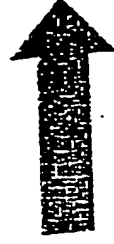
Re-Engineering the Cost Structure (cont'd)

■ Customer Acquisition

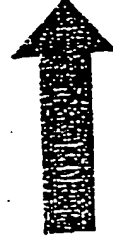
- Attractive value proposition sells easily
- Rapid, simple sales cycle
- Direct distribution - high volume
- Indirect distribution - no residuals or commissions
- No credit checks

■ Customer Service

- High capacity, high quality networks
- Simple monthly billing
- Low customer care costs - fewer billing disputes
- No bad debt, no fraud
- Clear statement of coverage area



Lower CPGA



Lower Back Office Costs

FIG. 20b

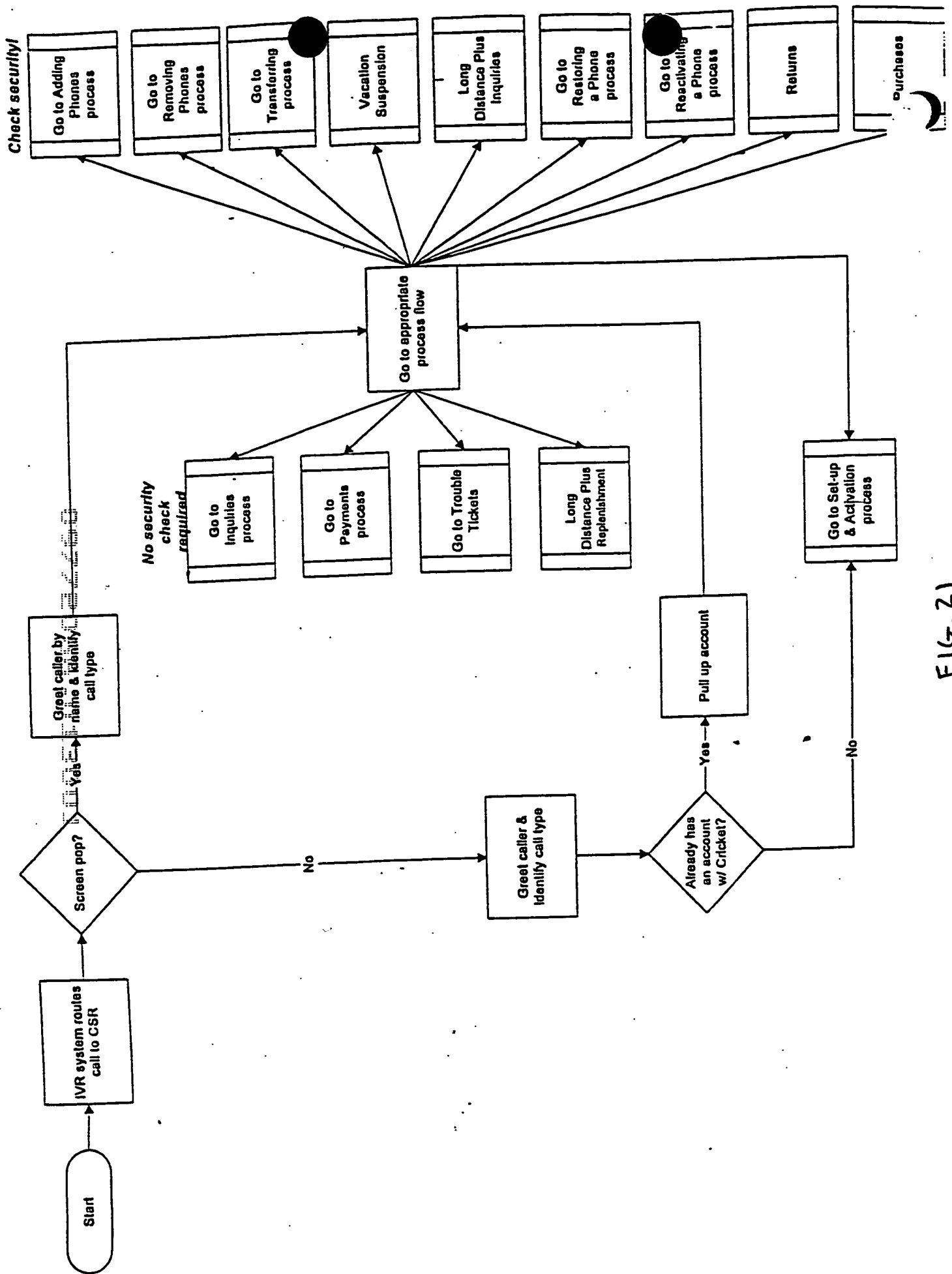


FIG. 21

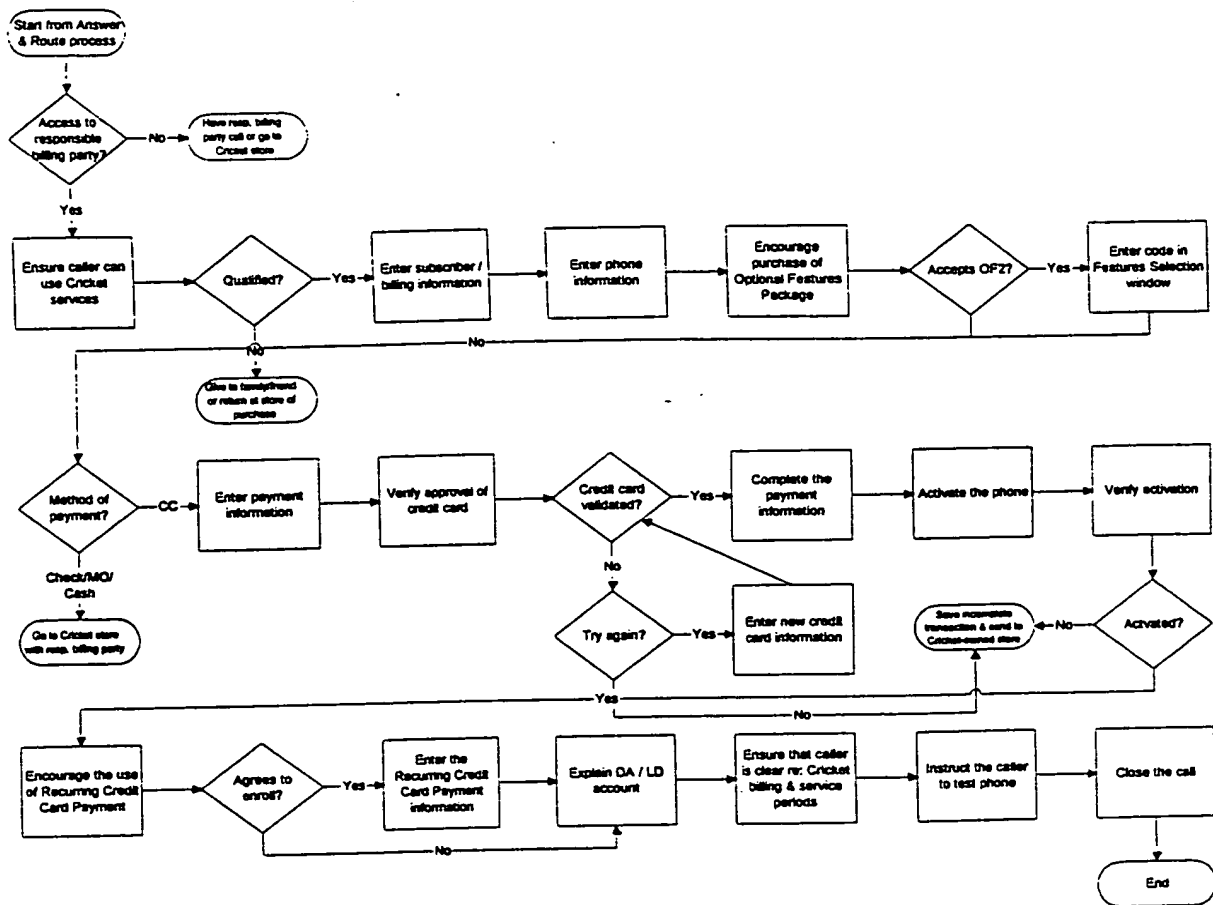
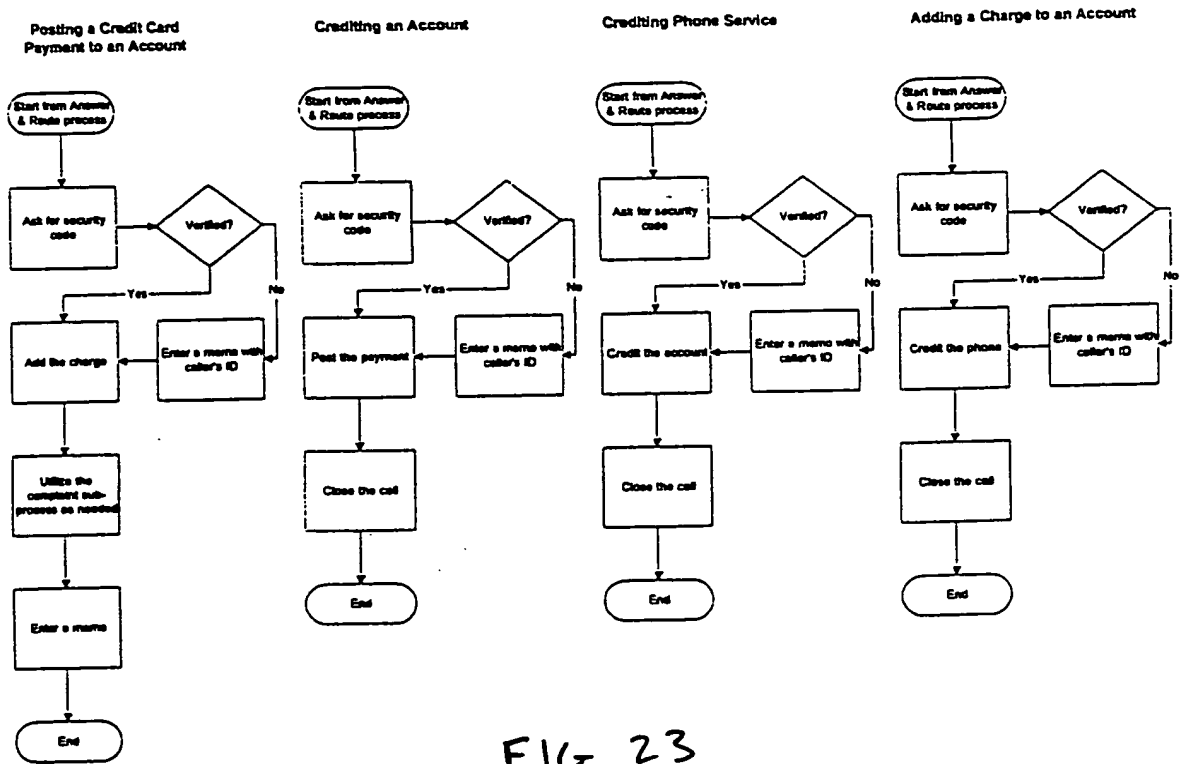


FIG. 22

FIG. 23




```

graph TD
    Start([Start from Answer & Route process]) --> Admin[Administer security check for account]
    Admin --> Verified{Verified?}
    Verified -- No --> Contact[Have them contact the responsible billing party & call back with the security code]
    Contact --> Verified
    Verified -- Yes --> AddPhone[Add the phone]
    AddPhone --> Encourage[Encourage purchase of Optional Features Package]
    Encourage --> Accepts{Accepts OP?}
    Accepts -- No --> Method{Method of payment?}
    Accepts -- Yes --> EnterCode[Enter code in Feature Selection window]
    EnterCode --> Method
    Method -- CC --> EnterPayment[Enter payment information]
    EnterPayment --> Approve[Verify approval of credit card]
    Approve --> Validated{Credit card validated?}
    Validated -- No --> TryAgain{Try again?}
    TryAgain -- No --> SaveTrans[Save incomplete transaction & send to Contact-center team]
    TryAgain -- Yes --> EnterNewCard[Enter new credit card information]
    EnterNewCard --> Validated
    Validated -- Yes --> Complete[Complete the payment information]
    Complete --> ActivatePhone[Activate the phone]
    ActivatePhone --> VerifyAct[Verify activation]
    VerifyAct --> Activated{Activated?}
    Activated -- No --> SaveTrans
    Activated -- Yes --> Explain[Explain & create LD Plus account]
    Explain --> Ensure[Ensure that caller is clear re: Cricket billing & service periods]
    Ensure --> Instruct[Instruct the caller to test phone]
    Instruct --> Close[Close the call]
    Close --> End([End])

```

FIG. 24

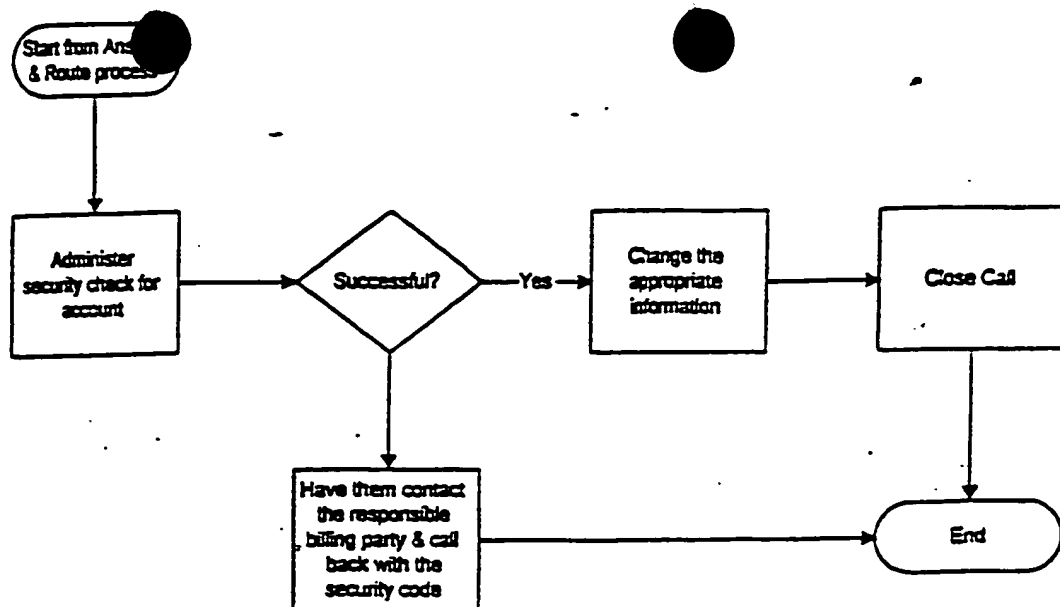


FIG. 25

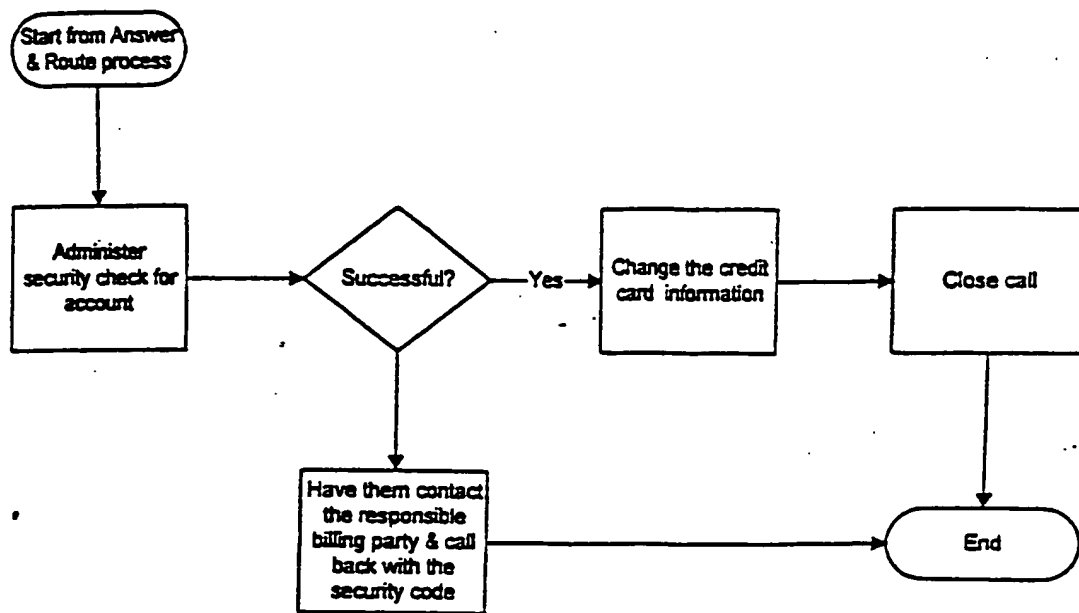
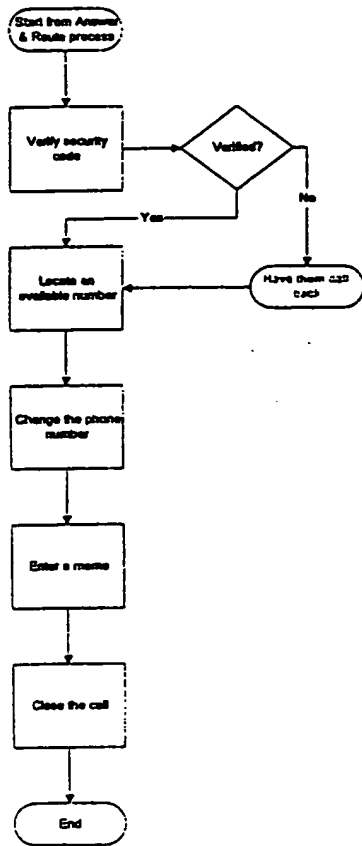


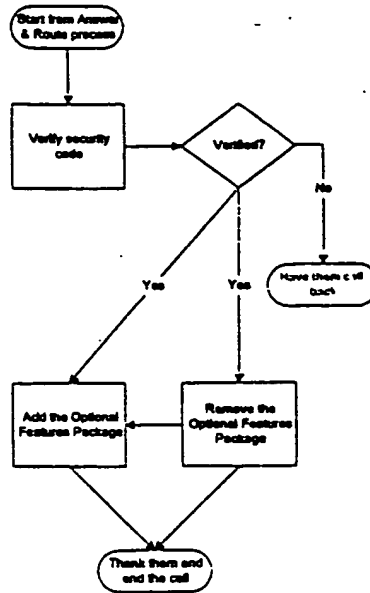
FIG. 27

FIG. 26

Changing a Phone



Changing OFF Participation



Changing an ESN

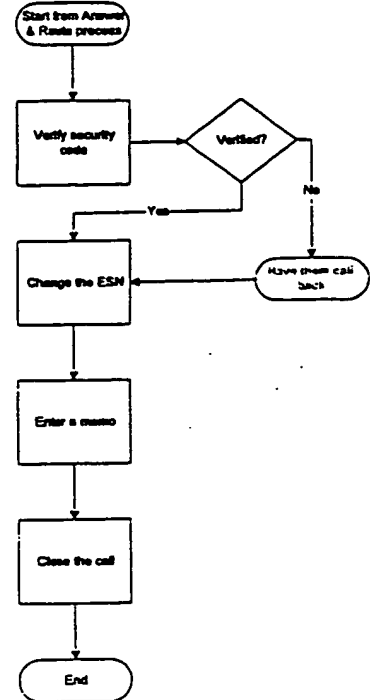


FIG. 26

FIG. 26: 9302/260

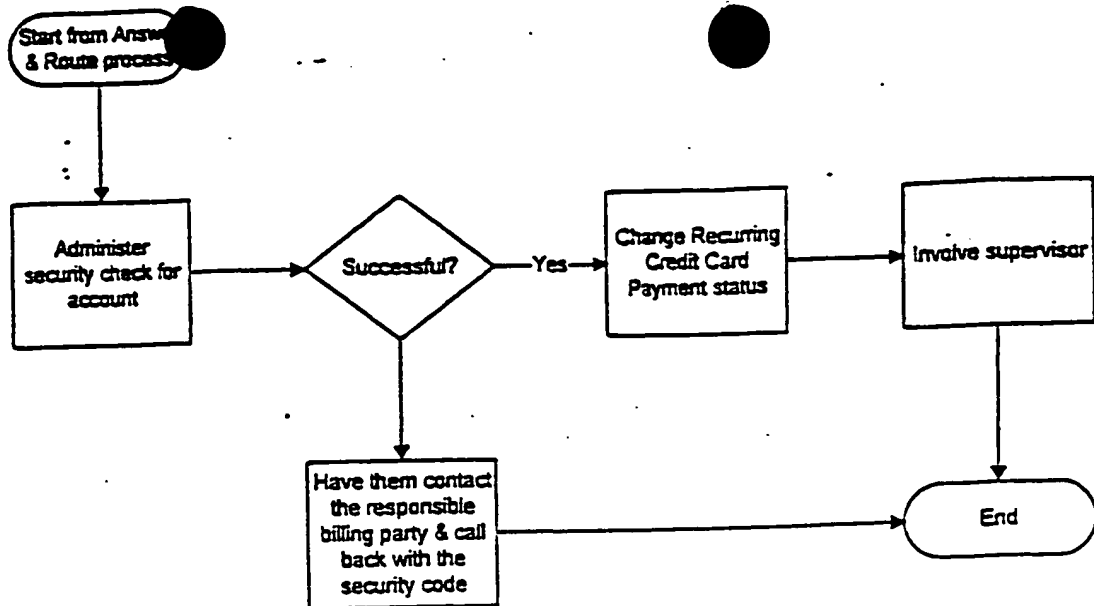


FIG. 28

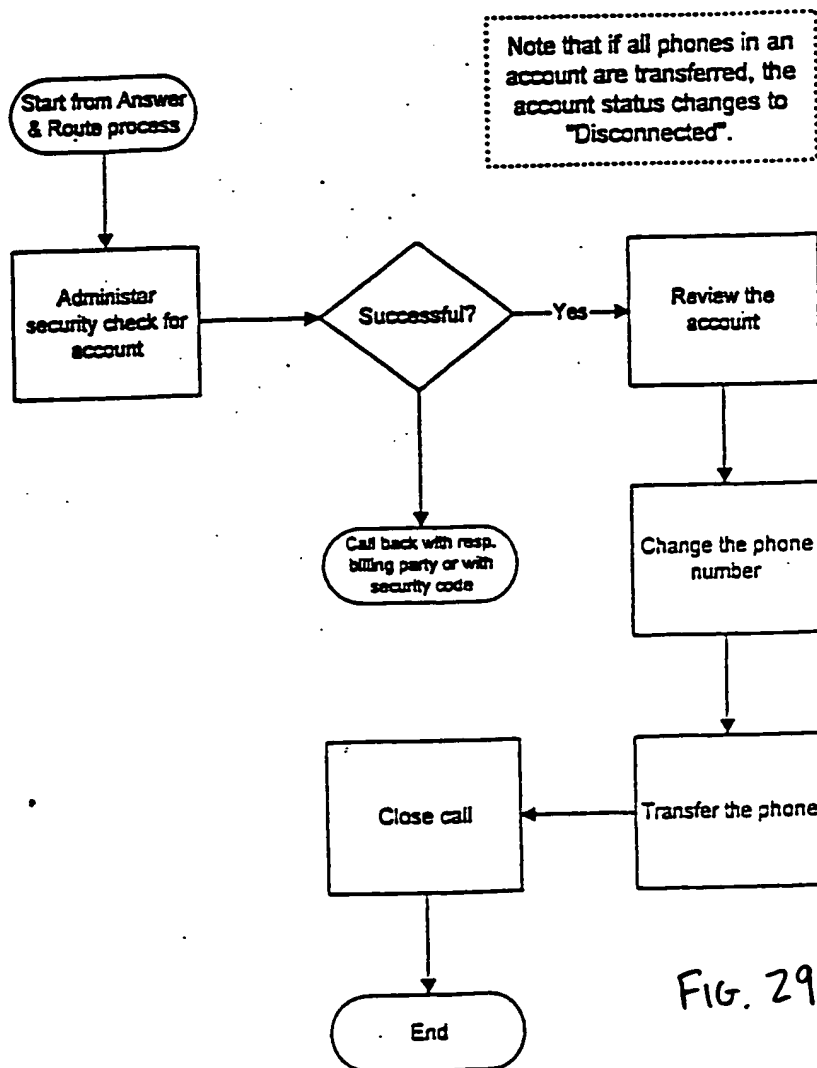


FIG. 29

FIG. 28-29

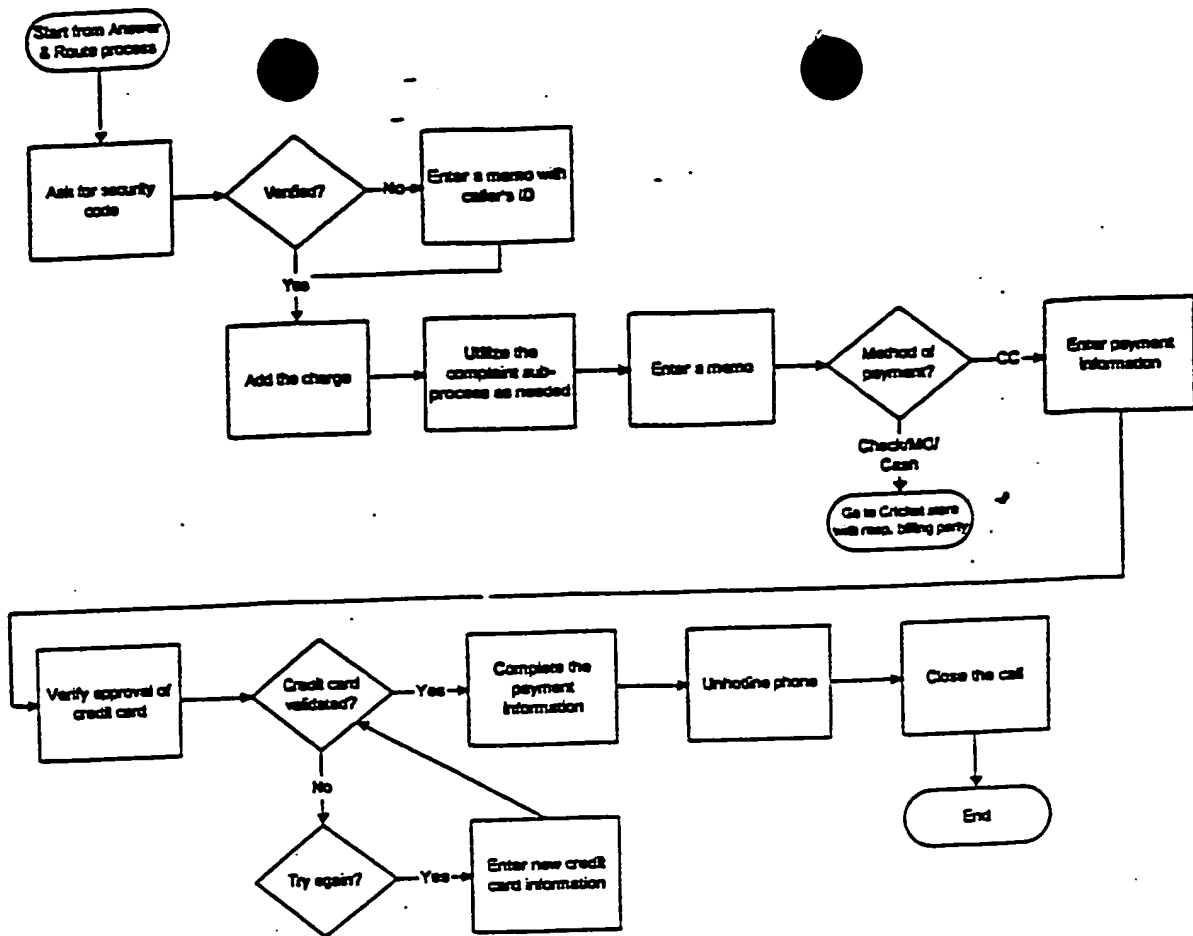


FIG.30

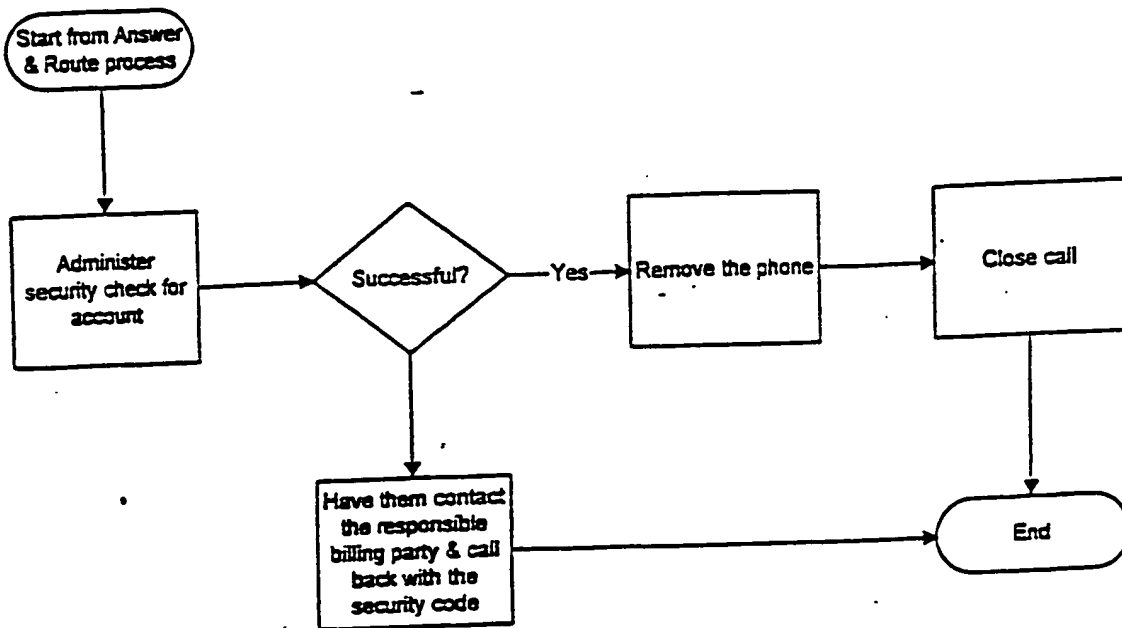
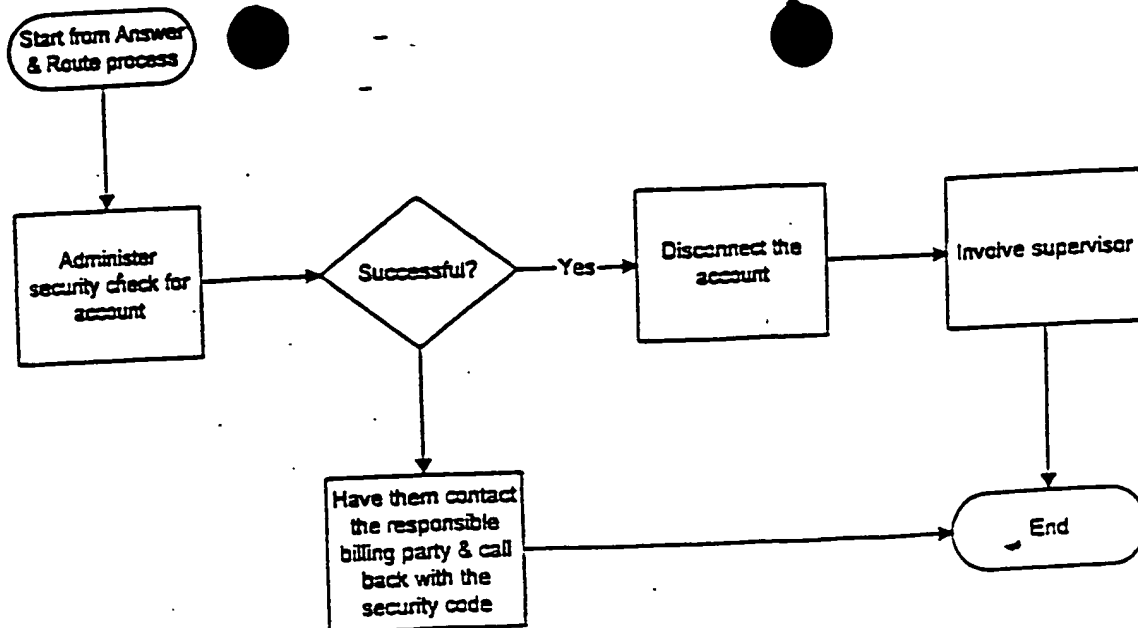


FIG.31

FIG. 30-3502260



- FIG.32

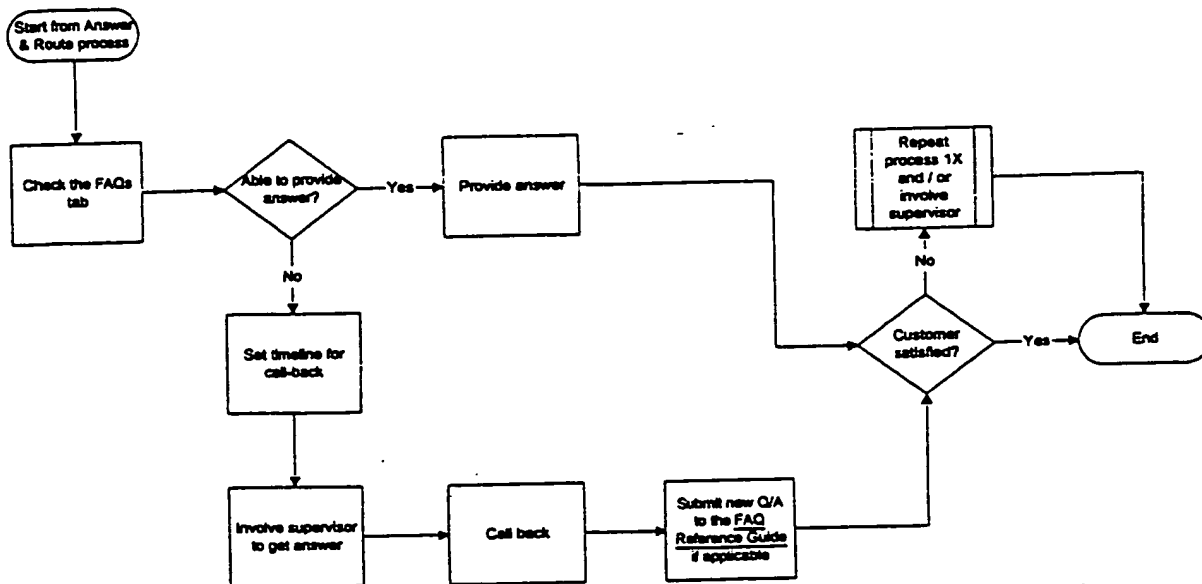


FIG.33

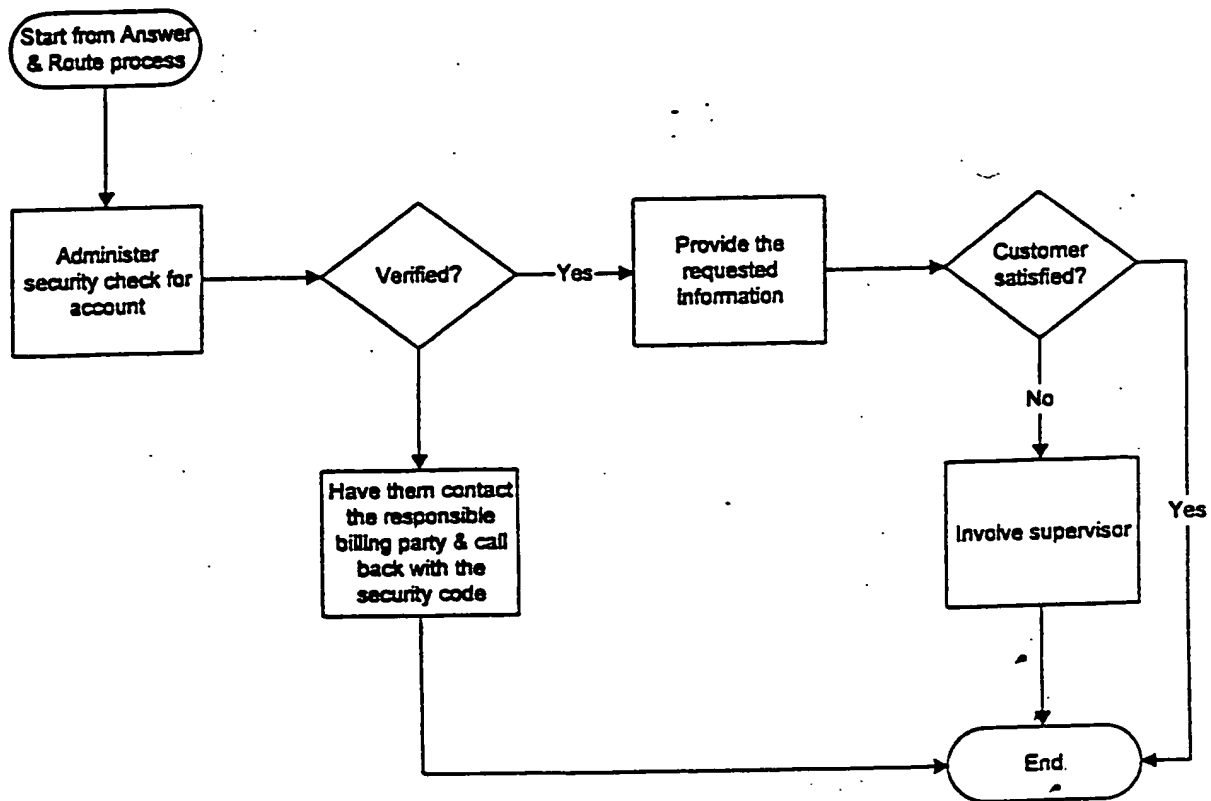


FIG. 34